Board of Trade

Journal

THE UNIVERSITY OF MICHIGAN
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Volume 189, No. 3583 Published by Her Majesty's Stationery Office 19 November 1965

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VOLUME 189, NO. 3583, PAGES 1205-1252
19 NOVEMBER 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

An English Electric 950 h.p. diesel engine, part of an £800,000 export order, on test at the company's Vulcan Works, Newton-le-Willows, Lancs. This engine will power one of the five English Electric diesel-electric locomotives ordered by Mount Goldsworthy Mining Associates for use on the Mount Goldsworthy Iron Ore projects in NW Australia. English Electric is also supplying generating sets and marine engines for the project.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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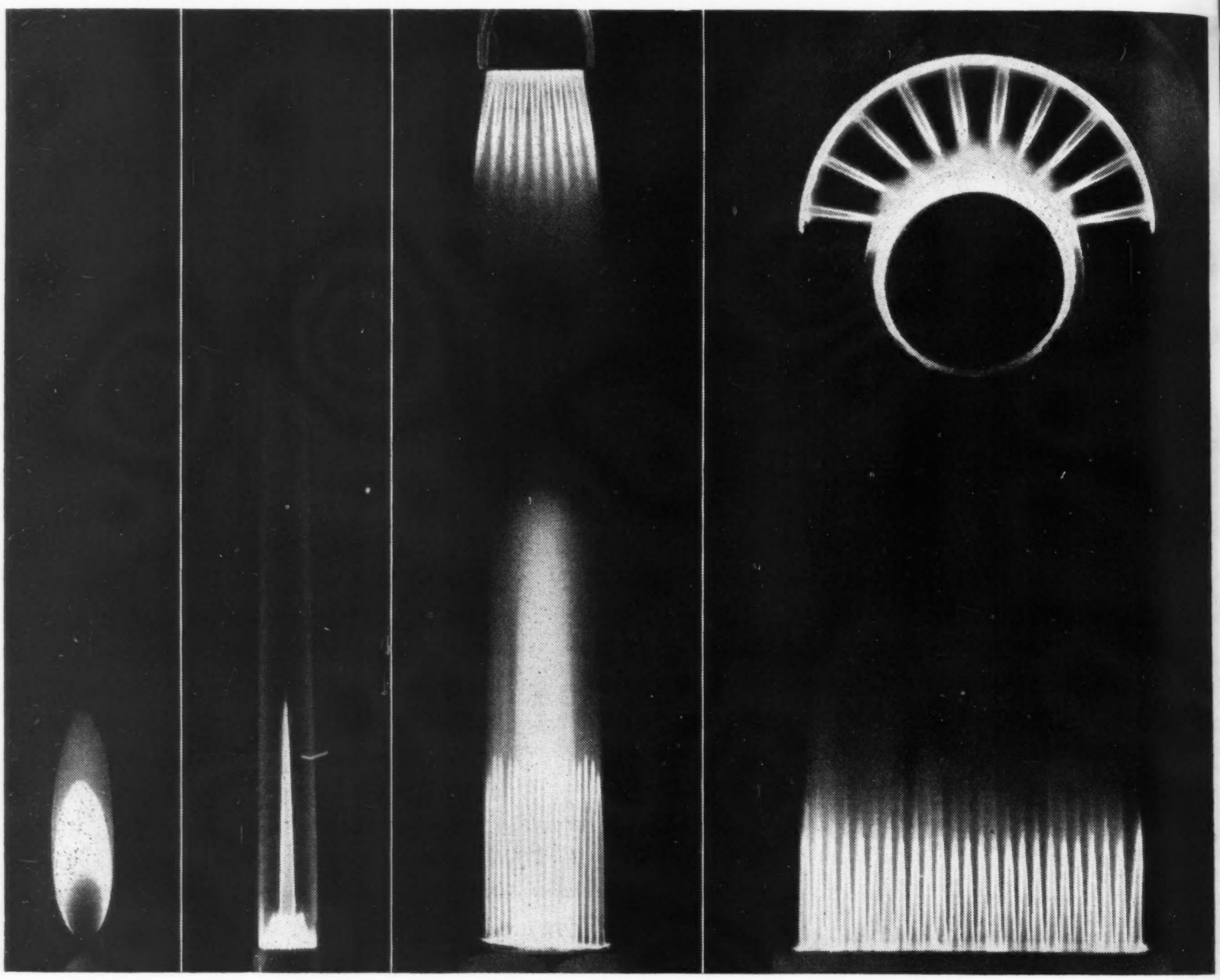
Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P12), HM Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



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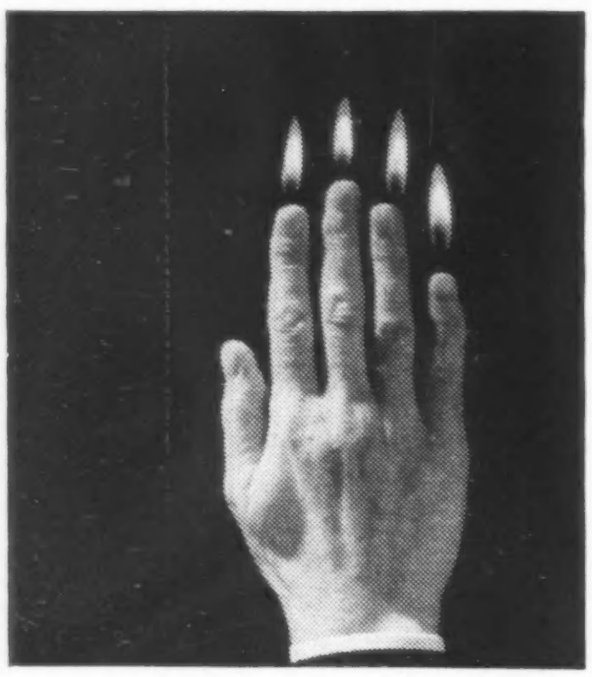

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HIGH SPEED GAS

Growth of British economic and commercial relations with Yugoslavia

By HE SIR DUNCAN WILSON, KCMG, HM Ambassador to Yugoslavia

ALTHOUGH trade between Great Britain and Yugoslavia is already substantial, I am convinced that there is scope for an extension of their economic and commercial relations. In considering these possibilities I am immediately struck by the common difficulties facing Britain and Yugoslavia: both suffer from balance of payments deficits and both must increase their exports.

Britain has to import half her food and nearly all her raw materials for her industries, which have to export processed and manufactured goods to pay for these essential imports. In her trade in visible goods, Britain has invariably incurred a deficit, which, up to 1939, was more than covered by a large income from investments, shipping and other services. But after the Second World War, Britain was left not only with heavy external debts but with a greatly reduced income from her 'invisible' earnings. Britain thus had to modernize and reshape her industries in order to increase her exports. Before the war her main exports were coal, textiles and steel; now engineering products account for half and chemicals a further tenth. Specifically our main exports include machinery and plant, electronic goods, motor vehicles, jet aircraft and engines, scientific instruments, nuclear equipment and agricultural machinery. Our exports now exceed more than twice the pre-war volume, and Britain is the third largest exporter in the world.

Yugoslavia's foreign trade difficulties, on the other hand have stemmed from the transformation from an agricultural to an industrial economy, which has required the importation of large quantities of capital equipment and semi-manufactured goods. Now Yugoslavia has to export not only agricultural but also industrial products to help pay for the essential imports for her industries. More than half of her exports are already industrial products, but Britain recognises her need to export still more.

British imports from Yugoslavia increased steadily from 1948 to 1962 when they reached a record figure of £20 million, of which meat and meat products accounted for £14 million. Other substantial imports were of furniture, wood and cork. Since then imports have declined, largely because of a fall in supplies of meat. Even so, British imports totalled £18·5 million in 1964, and, had imports of meat reached the 1962 level, they would have totalled £27 million. Between 1948 and 1964, British exports to Yugoslavia grew to a level of £22·5 million. They consist largely of capital equipment, engineering goods and materials for use in Yugoslav industry.

In 1964 both Britain and Yugoslavia were faced with serious balance of payments problems, which caused each to take measures in different ways to restrict imports. This year the situation is improving for both countries.

Capital equipment

Britain wishes to supply Yugoslavia with the capital equipment and semi-manufactured products which Yugoslavia needs for her industries. Britain has made available long-term supplier credits underwritten by the Export Credits Guarantee Department, and financial guarantees for such major projects as the steelworks at Skopje, and an oil refinery at Pancevo. Britain is also able to supply all manner of high quality goods at competitive prices, whenever the balance of payments position permits Yugoslavia to import more of these commodities.

Somehow a country has to balance its national housekeeping. Britain looks with understanding and sympathy at Yugoslavia's great efforts to do so by increasing its exports. What, then, can Yugoslavia sell to Britain? First of all, Britain provides one of the three largest import markets in the world. She would like to buy more chilled beef from Yugoslavia; and there are opportunities for canned meat and meat products. I also think that sales of Yugoslavia's excellent wines could be increased. With very few but necessary exceptions, Britain also provides a vast and unrestricted market for Yugoslavia's industrial goods. But it is an extremely competitive one. It is no simple matter for any exporter to penetrate the British market where he must sell on purely commercial grounds of quality, price, delivery and ability to supply. I am glad that certain Yugoslav enterprises have now set up permanent agencies in London; this could well lead to substantial increases in exports to Britain.

Compensation trade arrangements

Some British businessmen visiting Yugoslavia have told me that they have been pressed to conclude 'compensation trade' arrangements, which cover barter deals and two-way trade arrangements of various kinds. Although the foreign exchange reasons which underline such proposals are readily understandable, British businessmen do not usually favour them, because they distort the operations of free markets. British manufacturers have to sell abroad at competitive prices and expect to be able to purchase where it suits them best. Moreover, a British firm may already have other suppliers of the products offered or may not be able to market them. There are of course a number of compensation arrangements which are working successfully. British businessmen can be interested in further specific ideas; but they think that compensation trade should be the exceptional rather than the normal way of conducting business.

Anglo-Yugoslav Trade Council

A significant step to encourage trade has been the establishment of the Anglo-Yugoslav Trade Council in 1961 to provide a point of contact between British industry and Yugoslav enterprises. This provides an excellent forum for the discussion of mutual objectives and mutual difficulties, and the British side in London is pleased to provide facilities for visiting Yugoslav businessmen.

Finally, there is scope for scientific and technical co-operation between our two countries. This can take the form of specialised training in Britain, which already takes place, exchanges of technical know-how and co-operation between industries in manufacture of products for sale in Yugoslavia, Britain and other countries. The possibilities of such co-operation are receiving close attention from official and other organizations in our two countries. Governments can indeed do quite a lot to spur industrial and commercial exchanges, and I am confident that much will be done on either side; but the task of taking advantage of the opportunities thus created must rest with manufacturers, exporters and businessmen.

This article appeared originally in 'Yugoslavia Export'.

PRESIDENT PRESENTS BRITISH EMPIRE MEDALS

Mr. Douglas Jay, President of the Board of Trade (centre), seen with the recipients of the British Empire Medal following the presentation by the President at a ceremony at the Board of Trade on November 12. From left to right are: Mr. William John George, station officer, HM Coastguard, Sheerness; Mr. Sydney William Collins, ship's carpenter, of Hull; the President, Mr. Frederick Samuel Smith, engineer, of Southampton; and Mr. John Whyte, chief steward, of Edinburgh.

More retailers find success in export markets

— Mr. Douglas Jay

THE £394 MILLION export total for October reinforces the encouraging trend of the last few months. Apart from the exceptional July figure it is the highest monthly total this year. For the first 10 months of 1965 as a whole, exports have been 6½ per cent higher than in the first 10 months of 1964. This was said by Mr. Douglas Jay when he addressed members of the Multiple Shops Federation at their annual luncheon in London on November 11. Continuing his comments on the trade figures (see page of this issue) the President said: 'This is an even more creditable achievement because world trade has been rising more slowly this year than last. In 1964, when British exports rose by 5 per cent, world trade rose by 13 per cent. The latest figures for 1965 show that world trade has been rising at about 8 per cent. As a result of the 6½ per cent increase in our exports the visible trade deficit has been halved this year and in October the rate of deficit was even lower.

'These figures show that British industry as a whole has responded vigorously this year to the greatly improved export credits, the export rebate and the large range of expanded export services and incentives which the Government now offers. These will be further strengthened and expanded wherever possible. An ambitious programme of British Weeks, Exhibitions, Store Promotions and other organized selling ventures has been planned for the coming months with Government help in our main markets overseas. An even more intense effort is still needed if our overseas payments are to be brought into overall balance in the course of next year.'

Continuing, the President said that the National Plan target for export was about 5¼ per cent a year cumulative increase in volume, not value. We had not reached that yet, though we were nearer to it this year than in many years past. One of the most interesting and promising developments in the export campaign of the past year had been the decision of some of our biggest retail enterprises to venture into the export trade and the success which they had achieved. All the Government's export services are, of course, available to help distributive as well as manufacturing enterprises in overseas markets.

'Perhaps the most straightforward method hitherto adopted by exporting retailers has been the supply of goods to well-established stores in foreign markets,' he said. 'Here the skills already developed by retailers in assessing the tastes of the public, and foreseeing demand, should be valuable in enabling the seller to supply a product that may be unknown in another country or superior to the local brand. Sometimes goods from overseas, as we know in our own home market, may have an attraction as such: and we ourselves can take advantage of this by offering goods abroad which will continue to sell on ground of quality.'

The President said that another method that had proved successful was the use of the retailer's brand name which he had seen in a number of stores overseas during the past few months. In this way the customer learned to associate a particular sign or name with a consistent standard of quality or performance. Yet another promising method of exporting by the retail enterprise was direct selling by mail order to customers overseas. Since mail order was at present growing faster in this country than any other sector of the retail trade, he believed the possibility of extending it across frontiers would also be well worth exploring.

'I am bound to add in the interests of truth that one is also struck in examining goods at British exhibitions, store promotions and so forth abroad by the fact that our prices are sometimes distinctly on the high side. Though, as compared with local manufactures, this may be due to import duties, we ought to be able to compete with the products of the other exporting industrial nations. Here our great multiple stores should surely be able to assist powerfully because they have facilities so well perfected already for mass production of goods of first-rate design and finish. If they can do this, as some of them are, they will be making an invaluable contribution to our whole national effort to pay our way in the world.'

Distribution, he said, is a highly important part of our national economic life, which employed some three million people, or 11 per cent of the national labour force. He had always believed that it was a sign of an advancing economy, and not of waste of manpower, if an increasing number of people were employed in distribution. But figures such as these did prove that there was an obligation on the distributive as well as manufacturing industries, as indeed on public services also, to use manpower efficiently and economically. The National Plan published by the Government foresaw a shortage of manpower over the next five years, and therefore better use of it was an essential means to the attainment of our economic aims.

'You will now know from the Queen's Speech that a Consumer Protection Bill is to be presented by the Board of Trade to Parliament in the present session to revise the existing merchandise marks legislation. I am grateful for the help the Board of Trade have received from you and other trade organizations in preparing this Bill, and advising us on how to revise the existing law, which over a period has become somewhat muddled. The purpose of the legislation will be to see that, so far as is humanly possible, the shopper gets a fair and accurate description of what he or she is buying. But we must at the same time be careful not to put an unfair burden on the shopkeeper – though it has to be remembered that the shopkeeper is in turn a buyer when purchasing from the manufacturer. I am sure that, as this Bill proceeds on its way through Parliament, we shall receive a great deal more good advice about it both from inside Parliament and outside.'

Mr. Roy Mason to open major British store promotion in Brussels

MR. ROY MASON, Minister of State, Board of Trade will fly to Brussels on Monday, November 22 to open officially a major British store promotion at Au Bon Marché, one of Belgium's largest departmental stores. This promotion will last for six weeks.

This will be Au Bon Marché's largest foreign, and first major British goods promotion and will also be featured in the store's provincial outlets at Liege, Antwerp, Namur, Charleroi, Bruges and Ostende. The store's buyers have visited Britain and substantial orders have been placed. Particular interest has been shown in domestic furniture, clothing and gift-ware.

Special display material supplied by the Board of Trade for this promotion includes models of Big Ben and Eros. Arrangements have also been made for two pipers from the British Army of the Rhine to participate for two weeks at Brussels.

Lord Brown, Minister of State, Board of Trade (left), visited the Central Office of Information's headquarters in Lambeth on November 1 to learn about the COI's rôle in the export effort. After being welcomed by the COI's Director-General, Sir Fife Clark (right) and Mr. Donald Kerr, Controller (Overseas), Lord Brown met senior members of the staff to hear how the COI, in close collaboration with the Board of Trade, helps to publicize British goods and services overseas by means of news items, feature articles, photographs, publications, exhibitions, radio programmes, cinema and television films and by organizing tours of Britain by foreign visitors.

'Export now leading topic in industry'

—Lord Brown

'EXPORTING HAS probably become the leading topic of discussion in industrial circles in the past year, and this is highly encouraging,' Lord Brown, Minister of State, Board of Trade, told a press conference in London on November 15.

Stressing the need for a very considerable quickening of the growth of Britain's exports, he said that exports had to be given the priority they deserved; not an abstract priority, but one which really governed the decisions of firms throughout the country and was observed by everyone engaged in research, production and marketing.

'The nation's need for a stronger export effort won acceptance a long time ago. Where we have been weaker is in the follow-through,' the Minister said. 'Often there is reluctance to see that a firm's own best interests lie in giving maximum attention to export markets. After all, a firm which restricts its effort to Britain accepts a limited future; and it loses the benefit of greater stability which a spread of markets can give. The record of our many good exporters shows that contrary to much that is said there is profit in selling overseas; and that it is very much in a company's own interest to adopt an energetic, long-sighted, export policy. This, it is true, may be at the expense of immediate financial gains, but not long term. Not at all.

'No firm will make a success of exporting if it gives low pay and status to its export manager and salesmen; if the money spent on promoting overseas sales is a small fraction of that spent at home; if it lets domestic orders take precedence over overseas orders; or if it fails to give enough attention to personnel training, market research and product development. In all these respects the performance of British industry is improving all the time. My job is to help firms to accelerate the pace of change and to encourage enterprise wherever it is to be found.'

Speaking of deliveries as one of the results which would flow from giving priority to exports, the Minister said that delivery performance from British exporters in general was steadily improving. There had, however, been individual instances of failure to deliver on a promised date. These tended to become somewhat unfairly generalized for industry as a whole, and they might result in hesitancy to place orders.

'I ask chief executives of exporting firms to establish for their companies a specific priority for exports,' the Minister said. 'It is not sufficient merely to say it. Such a policy needs internal advertising in the factory, and it implies that all production control documents should bear export priority symbols. Failure on the part of production staff to observe that priority should be each time a matter for investigation and discipline.

'I know that a lot of executives will point out that many of their deliveries to customers in the home market constitute components for larger assemblies which are exported. Thus it would be folly to suggest that the delivery of a complete motor car should be delayed in order to give priority to an export of a single component. While acknowledging the importance of this point it should, however, still be possible in most cases to give a higher priority to exports than is at present the case. A resolute move in this direction by industry would hasten the improvement in general deliveries which is already taking place, and assist our reputation overseas.'

He added that the Board of Trade from time to time received complaints that individual firms had quoted extremely long delivery dates. It was true that these sometimes resulted in the loss of valuable export orders, but it was his view that it was far better to risk the loss of an export order by quoting a realistic delivery date, however long, than to quote a time for delivery which would later be breached. The latter practice might gain one export order but would create a reputation which would lose all future ones. 'There is no question that potential buyers prefer realistic promises of delivery rather than unrealistic ones which result in breach of promise,' he said.

Lord Brown also referred to the inaccurate image of British industry overseas that could arise from stoppages. 'Who would guess, for example, after reading reports of strikes, that in this respect Britain has one of the best records in the world? Yet the most recent statistics issued by the International Labour Organization show that last year we lost proportionately fewer days' work through industrial disputes than the United States, Canada, France, or Italy. And the picture is much the same if we look back over the whole 10 years to 1955.'

Lord Brown went on to say that executives travelling overseas to negotiate contracts would be very well advised to know the balance of trade between Britain and the country they were visiting. The figures could be obtained from the Board of Trade report on overseas trade, published each month. Where large deficits on Britain's balance of trade existed, it was important that British businessmen should be aware of the position. Such knowledge was particularly important in negotiations with the countries of Eastern Europe because trade treaties with these countries usually called for our trade with them to be kept in balance. For example, our exports to Russia this year might just reach £50 million, while it seemed certain that their exports to us would exceed £100 million. Where negotiators in these countries therefore exerted great pressure for extended credit, so for the British firm to agree to accept some percentage of their goods as a condition of their placing a contract, it was obviously a useful argument to point out that such pressure in the presence of British deficit on such trading was unrealistic.

Lord Brown concluded: 'There is the will and enterprise in industry to achieve national export requirements, and this year's results are encouraging, but there is need for the entire public to know far more clearly who is earning their bread and butter overseas. I want exporting companies to be known as such and thereby to achieve far more status in the public eye. I want the importance of salesmen, for example, to be far more fully recognized instead of such positions being regarded by some as rather non-U. I want something of a revolution in feeling towards everybody connected with exports to take place so that at last they get that everyday moral support which, for example, we give automatically to the Armed Forces during a war.

Engineers from Singapore to visit Britain

A PARTY of Public Works Department engineers from Singapore are to visit Britain from November 18 to December 15 for a month's visit as guests of the Commonwealth Relations Office. During their tour they will visit Southampton, Portsmouth, Bristol, Oxford and Birmingham.

Lord Rhodes advises UK exporters to study Mexican market

'THERE ARE EXCELLENT opportunities for a substantial increase in British trade with Mexico which has the fastest expanding economy in the western hemisphere. Exporters of steel plant, textile and generating machinery, and desalination equipment, plus a wide range of other capital goods, would do well to study the industrial needs of this burgeoning market'. This was said by Lord Rhodes, Parliamentary Secretary, Board of Trade in London on November 10, following his return from a three-weeks export survey tour of the United States and Mexico.

During his visit to Mexico City, Lord Rhodes discussed many aspects of Anglo-Mexican trade with Ministers, officials, and businessmen. As the Mexican authorities were considering the purchase of a new short-haul aircraft, he stressed the economic efficiency of the BAC 1-11's which were already being successfully operated by an American airline. Lord Rhodes announced that Mexican approval had been given for Nuffield tractors and Rolls-Royce tractor engines to manufacture in that country. This brings Anglo-Mexican joint production ventures to over 30. He also welcomed the news that a British Engineering Exhibition would be held in Mexico City in October 1966. This would be a 'hard sell' display – without frills and side attractions.

In the United States, Lord Rhodes visited a number of major stores promoting the sale of British consumer goods. With representatives of the British American Chamber of Commerce, he inspected the site of the British Trade Centre in the heart of New York, which will be opened next summer. With US officials in Washington, Lord Rhodes raised the question of the 96-year-old controversy on the wine-gallon assessment which last year cost Britain some £11.8 million tax on the 14 per cent water content in whisky sales in addition to the normal duty. For the first nine months of this year, whisky exports to the US totalled £35.5 million. The position is being reviewed by the US authorities.

Pausing for refreshment during a recent visit to Thalhimer's department store, Richmond, Virginia, USA, Lord Rhodes, Parliamentary Secretary to the Board of Trade, chats with store Public Relations Officer, Katherine Teevepaugh. Lord Rhodes was representing the British Government at a Bravo Britannia fortnight held recently by Thalhimers.

Canadian trade mission visits England

THIRTEEN representatives of the Canadian telecommunication's industry arrived in London last weekend as guests of the Telecommunication Engineering and Manufacturing Association. The delegation, which is part-sponsored by the British National Export Council, includes senior executives from nearly all the operating undertakings and authorities in Canada.

The two-weeks itinerary will include visits to two of London's biggest GPO installations, the International Trunk Exchange in the Faraday Building and the International Telex Exchange in Farringdon Street, where the delegation will meet the director-general, Sir Ronald Gorman, and Mr. D. A. Barron, the engineer-in-chief. Other important visits are to the AEI works at Woolwich, TMC at Dulwich and STC at New Southgate.

New President of the Middle East Association

SIR MAURICE BRIDGEMAN has accepted an invitation to become President of the Middle East Association in succession to the late Sir Neville Gass.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries. (*See page xviii of Supplement.*)

Exporters are invited to call us for:

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6. Information on Tariff and Import regulations.
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10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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Scottish trade mission to Australia—'an outstanding success' —Sir Robert Maclean

ORDERS WORTH over £500,000 are likely to materialize in the next 12 months as a direct result of the Scottish Council Trade Mission to Australia. This was stated by Sir Robert Maclean, chairman of the Export Committee of the Scottish Council, and leader of the mission, at a press conference in Glasgow on November 8, following the return of the mission from Australia.

'We have come back with firm orders for over £200,000 of goods. Negotiations begun during the visit should lead to business to the tune of at least half a million pounds within the year.' Sir Robert added that this additional volume of new business could be expected to be maintained and possibly expanded in subsequent year. The reaction of each member of what was the first and largest trade mission of its kind to visit Australia from the United Kingdom in the past 20 years left no doubt that it had been an outstanding success in every way.

'By projecting a picture of a modern up-to-date and thriving Scotland, we have opened up limitless possibilities for other Scottish manufacturing companies,' he said. The whole group visited Perth, Adelaide, Sydney, Canberra and Melbourne. Smaller groups visited Brisbane and Hobart. At the end of the three-week stay in Australia, two-thirds of the mission regrouped to become the first Scottish Council Trade Mission to New Zealand. Under the leadership of Mr. Robin MacLellan, the team spent a week in New Zealand from October 25 to November 1, visiting Christchurch, Wellington, Auckland, Dunedin and other centres. Again the visit proved to be highly successful and all members were satisfied and fully aware of why New Zealand is forced to restrict imports.

Some members prepared plans to have goods made in New Zealand under licence and others made sales. Before leaving New Zealand, Mr. MacLellan said: 'In spite of import restrictions New Zealand imports £300 million worth of goods per annum from abroad. Britain's share of this total is approximately 40 per cent. This still leaves plenty of scope for enterprising British exporters who are willing to take advantage of the opportunities which exist in the pro-British market.'

On the way to Australia, two-thirds of the group had spent several days in Japan in order to visit the British Exhibition in Tokyo and to make personal assessment of the potential of the market. According to Sir Robert Maclean, Japan is a market of the future for Scottish manufacturers. At the moment, he says, total British trade with Japan of only 15s. per head of its population compares badly with sales to many less wealthy countries. 'We received no complaints about our prices or the quality of our goods, and if the governments of both countries want it, there should be substantial trading opportunities in the future.'

Dame Pattie Menzies and Sir Robert Maclean (right) at the reception at Canberra House discussing the gift of Edinburgh crystal, including a decanter of 12 years old Spey Malt whisky, which the Scottish trade mission brought with them as a gift to the Prime Minister from his Clan Chief.

Three major British trade promotions to mark Canada's centennial year

SPEAKING AT a press conference held by British Overseas Fairs Ltd. on November 16 to launch three major trade promotions to be held in Canada in 1967, Lord Brown, Minister of State, Board of Trade, stressed the need to take advantage of the goodwill that exists in Canada towards Britain, and to encourage those firms that had not yet exported to this market. 'I feel that Canadians are really rooting for us', he said. This goodwill was echoed by HE the Hon. Lionel Chevrier, Canadian High Commissioner who said that the Canadian Government wished to co-operate in these plans to the fullest extent.

The three main events scheduled for the Centennial Year are: (1) British Industrial Fair, for capital and producer goods, only, at the National Industrial Production show in Toronto from May 1-5; (2) A British pavilion, for capital, consumers and producer goods at the British Columbia International Trade Fair inVancouver from May 17-27; and a British Week in Toronto in October-November 1967 for promotion of consumer goods. The Committee for exports to Canada has asked British Overseas Fairs to organize the first two events. The Board of Trade will organize the British Week in Toronto.

EIA mission to North America, 1966

A TRADE MISSION to North America, arranged by the Engineering Industries Association, will take off for Toronto, Chicago and New York on May 1, 1966, returning to London Airport on May 16.

About 25 members are expected to join the mission, the association stated today. The cost will be approximately £260 per head, covering travel, hotel room and three meals. If the British National Export Council agrees to give financial assistance to the mission it will consider refunds of half the following 'admissible expenses':

1. Sea, rail and air passages to and from Britain, at first class fares if desired.
2. Internal travel in overseas countries by rail or air, at first class fares if desired (tourist class fares only for air passages of less than three hours).
3. Basic hotel accommodation including meals within a figure to be established by the BNEC in consultation with Diplomatic posts overseas.

The EIA is handling arrangements for the mission's reception in North America, with the help and co-operation of the British Director of Trade Development in New York and HM Minister (Commercial) in Ottawa.

In London, the EIA will arrange appointments for Board of Trade regional officers to visit individual companies wishing to join the mission to discuss their requirements in North America.

Applications to join the trade mission must reach the association before December 15. They should be addressed to the Export Secretary, Engineering Industries Association, 9 Seymour Street, London, W.1.

Commonwealth trade officials' meeting

IN THE communique issued after their meeting in June 1965, Commonwealth Prime Ministers expressed agreement on the desirability of exploring means by which Commonwealth Trade might be encouraged and expanded. In the first instance, they agreed to arrange discussions between officials of Commonwealth Governments, with the help of the Commonwealth Secretariat, in order further to examine measures to this end and to prepare for an early meeting of Commonwealth Trade Ministers. Commonwealth Governments have now agreed that a meeting of the Commonwealth Economic Consultative Council at official level shall be held in London, beginning on November 29.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Waste materials recovery could solve balance of payments

THE INCREASING NEED for properly organized salvage of waste materials both from the amenity and economic points of view was stressed by Mr. George Darling, Minister of State, Board of Trade, when he spoke at the annual luncheon of the National Industrial Salvage and Recovery Association in London on November 11.

He believed the public were awakening to the amenity aspect of the problem, but there was still a long way to go in transforming this awareness into effective action.

'One of my tasks is to try and steer new industry to the Development Districts and firms wishing to set up there are often put off when they see rotting machinery and all the other remains of dead and decaying industries', the Minister said.

Emphasizing that the problem was not only that of stopping the despoiling of the countryside, but also one of economics, Mr. Darling said: 'We cannot afford to throw these materials away.'

'Apart from coal, some timber and iron ore and some animal products, we have to import all the materials we need. If we make good use of waste materials we can to that extent cut down our imports bill.'

Last year the recovery of waste paper saved £60 million of imports of wood pulp we would otherwise have had to buy. 'It is sheer madness not to recover every bit of paper we can,' the Minister added.

Mr. W. H. Hillier, chairman, gave some examples of the work of the association, which was established during the last war.

Some years ago when metal scrap was in very short supply, light baled scrap was not accepted by local scrap merchants. Through the organization a London firm was persuaded to send a mobile baling machine up the west coast to Glasgow, across to Falkirk, then down the east coast and back to London. As a result thousands of tons of baled scrap was made available to industry. 'The present nation-wide problem of old motor cars might well be tackled, on a regional basis, perhaps, in a somewhat similar manner,' Mr. Hillier suggested.

Knowing something of the large quantities of waste oil that were being destroyed and burnt, the association was able to persuade several firms to undertake the collection and treatment of this potentially valuable waste material. A new industry has developed and practically all the re-usable oil is now being brought back into industry.

Apart from the outstanding success story of waste paper recovery referred to by Mr. Darling, the chairman gave the following additional examples of direct contributions to exports or to savings on the import bill in 1964:

The imported rag tonnage was valued at £2.3 million. The corresponding export figure was £6.4 million, which represented a favourable balance of £4.1 million.

£1.25 million of waste rubber and tyres was exported.

Almost 100 million tons of iron and steel scrap were harvested for consumption in steel works, blast furnaces and foundries with a value of £120 million.

'As will be seen from the figures quoted, many millions of pounds are involved, and this association believes that if every manufacturer and industrialist in the country became fully salvage and recovery conscious it would be possible to solve the balance of payments problem,' Mr. Hillier said.

New address for Yorkshire and Humberside Regional Controller

THE ADDRESS, telephone number and telex number of the Board of Trade Regional Controller, Yorkshire and Humberside Region (see *Board of Trade Journal*, September 24, page 675) should be amended as follows: City House, Leeds 1. (Tel. Leeds 38232, Code OLE 2 382 32) Telex 55472. Answer Back – BOT Leeds.

700 mile tour of Britain for Netherlands trade mission

AN IMPORTANT Netherlands trade mission arrived in Britain on November 14 to study all types of materials handling machinery. During the six-day trip the 14-man delegation travelled over 700 miles by train and coach. Their itinerary included important firms in the industrial north and Midlands as well as near London. Among others they visited Head Wrightson Ltd., at Thornaby-on-Tees, Richard Sutcliffe Ltd., of Wakefield, Conveyancer Ltd., of Warrington, and Coventry Climax. On November 18 the entire party were the guests of Coventry Climax for dinner at the Leofric Hotel, Coventry. Further south, the mission visited among others, Lansing Bagnall Ltd., of Basingstoke, K. & L. Steelfounders Ltd., of Letchworth, and NCK-Rapier Ltd., of Ipswich.

As might be expected of a maritime nation like the Dutch, many of the delegates are interested in ship loading and unloading equipment. But an individual trip to Cheshire has been laid on for Mr. W. Bergmeyer of Koninlijke Netherlands Salt Industry. He has a special interest in conveyor belting and installations suitable for use under corrosive conditions and will be inspecting a Head Wrightson installation at the ICI works in Northwich.

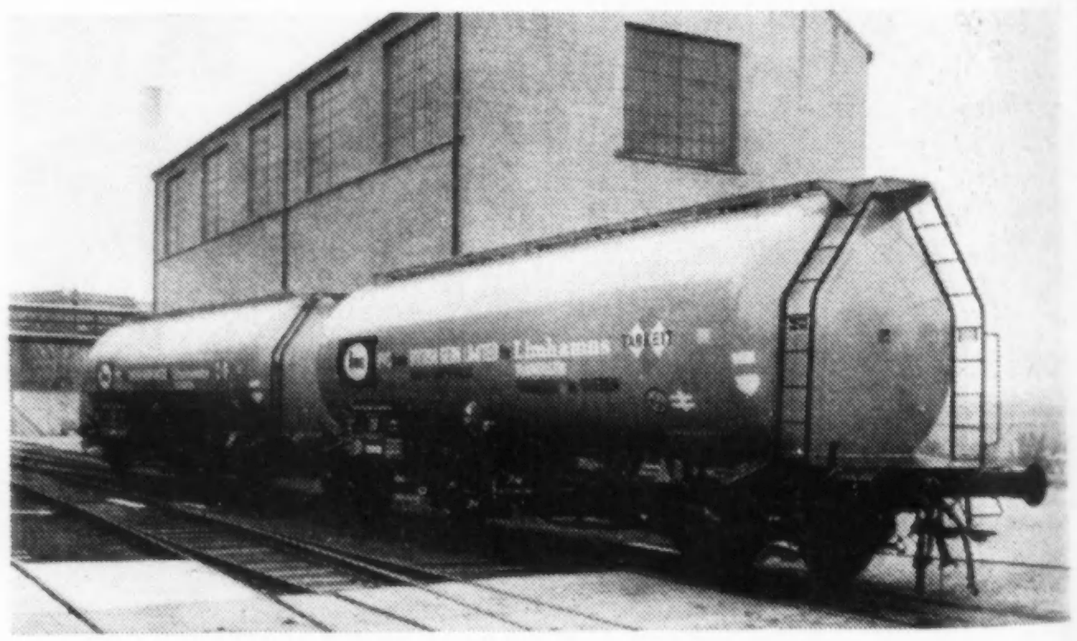
This mission is sponsored by the Federation of Associations of Materials Handling Manufacturers in association with the British National Export Council.

Valuation for duty purposes of import goods—rights of reproduction

THE UNITED KINGDOM has accepted a recommendation by the Customs Co-operation Council in Brussels relating to the valuation for duty of goods which are imported for the purpose of being copied or otherwise used for the reproduction of an idea, design or other original work embodied in them. The right to use the goods in this way is referred to as the right of reproduction. Examples of goods so used are model garments, patterns, moulds, casts and prototype machines.

Hitherto, where the right of reproduction of such goods was a reserved right for which payment was made by the importer (either separately by way of royalties, licence fees, etc., or as a part of the invoiced price) such payment has been taken into account in determining the dutiable value of the goods. The effect of the recommendation is that the value of the right of reproduction should not be included in the dutiable value. HM Customs and Excise will therefore accept for consideration claims that the recommendation should be applied in determining the value for duty of goods which henceforth are, or are to be, imported. Pending a decision on such claims, imported goods to which they relate will be released on deposit of a sum sufficient to cover the duty which the Customs consider likely to be due.

The recommendation does not apply to goods of a kind which themselves, without reproduction, are intended to be put on general sale to the public, e.g. patterns for dress-making, model-making, do-it-yourself, etc. For such goods the right of reproduction by the ultimate purchaser is not a reserved right to which any part of the price of the goods could be attributed. References in this notice to duty should be understood as including the temporary charge on imports.



Seven of these rail tankers have been leased by British Geon Ltd. for direct bulk deliveries of Breon PVC polymer to Limhamns Traindustri AB in Sweden. Several rail tankers are used in the service, each of 40 ton gross laden weight, operating initially on a 21-day cycle from plant to customer and back to the plant.

Restrictions on Rhodesia following declaration of independence

THE STATEMENT by Mr. Harold Wilson, the Prime Minister, in Parliament on November 11, about Rhodesia's declaration of independence will be found in *Hansard* cols. 349-364.

Following is an extract from the Prime Minister's statement dealing with some of the economic factors involved:

'The British Government are in close touch with all other Commonwealth Governments about the consequences of this illegal act and about the measures we should take. The British Government will, of course, have no dealings with the rebel régime. The British High Commissioner is being withdrawn and the Southern Rhodesian High Commissioner in London has been asked to leave. Export of arms, including spares, have, of course, been stopped. All British aid will cease. Rhodesia has been removed from the sterling area. Special exchange control restrictions will be applied. Exports of United Kingdom capital to Rhodesia will not be allowed. Rhodesia will no longer be allowed access to the London capital market.

'Our Export Credits Guarantee Department will give no further cover for exports to Rhodesia. The Ottawa Agreement of 1932 which governs our trading relations with Rhodesia is suspended. Rhodesia will be suspended forthwith from the Commonwealth Preference Area and her goods will no longer receive preferential treatment on entering the United Kingdom. There will be a ban on further purchases of tobacco from Southern Rhodesia. We propose to suspend the Commonwealth Sugar Agreement in its relation to Rhodesia and to ban further purchases of Rhodesian sugar. We shall not recognise passports issued or renewed by the illegal Southern Rhodesian régime. A further statement will be made on citizenship questions.

'We shall bring before Parliament on Monday a general Enabling Bill to deal with this situation. It will, first of all, declare that Rhodesia remains part of Her Majesty's Dominions and that the Government and Parliament of the United Kingdom continue to have responsibility for it. It will go on to give power to make Orders in Council, to enable us to carry through the policy I have stated, and there will be a Government statement tomorrow giving more details of the action we would propose if Parliament agrees to the Bill.'

Revocation of Export Licences

THE BOARD OF TRADE announce that all licences for the exportation to any port or destination in Southern Rhodesia of any of the goods specified in Group 1 of Schedule 1 of the Export of Goods (Control) Order 1965 have been revoked. The goods specified in Group 1 include aircraft, arms, and military stores and appliances.

Inquiries about the revocation should be made to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Prohibition of imports of tobacco, tobacco manufactures, sugar, sugar products

IN ACCORDANCE with the Government's announcement dated November 11, 1965, imports of tobacco and tobacco manufactures and sugar and sugar products from Southern Rhodesia are prohibited as from November 15, 1965.

Exceptionally, the Board of Trade may issue licences for such goods shown to the satisfaction of the Board to have been purchased by British importers (or their subsidiaries in Southern Rhodesia) on or before November 11, 1965. Licences will not normally be valid after January 31, 1966.

Licences will not be required for tobacco and tobacco manufactures or sugar and sugar products arriving in this country on or before December 2, 1965 which can be shown to the satisfaction of HM Customs to have been in transit from Southern Rhodesia on November 11.

Amendment No. 4 to the Open General Import Licence, removing tobacco and tobacco manufactures and sugar and all other products falling within Chapter 17 of the Customs Tariff from Southern Rhodesia from the Licence, is now on sale.

Details of the Notices to Importers setting out the method of applying for licences are given below.

Notes:

Over the past few years Southern Rhodesia has supplied each year about a third of the total quantity of unmanufactured tobacco imported into Britain.

Because of the unusually low prices the value of Rhodesian tobacco imported in 1964 was just over £20 million in a total of £91 million. The average for 1962-64 was £26 million out of total imports averaging £90 million.

The selling period in Southern Rhodesia does not extend beyond October and shipment is completed by the end of January. Most of their intended purchases from this year's crop have already been made by British importers and the greater part of the tobacco has been shipped.

Southern Rhodesia's exports of raw sugar to the United Kingdom were worth £0·9 million in 1964.

Southern Rhodesia recently joined the Commonwealth Sugar Agreement and exports to this country were expected to increase.

Imports of tobacco and tobacco manufactures from Southern Rhodesia

IN NOTICE to Importers No. 1123 dated November 17, 1965, the Board of Trade have set out the licensing procedure for imports of tobacco and tobacco manufactures pending the general prohibition of such imports from Southern Rhodesia.

As already announced, the Board are prepared to licence the importation of tobacco and tobacco manufactures shown to their satisfaction to have been purchased by the applicant (or his subsidiary in Southern Rhodesia) on or before November 11, 1965. A statement indicating the date of the purchase should be enclosed with the application for the licence, together with documentary evidence in support, if this is available. If such evidence is not supplied with the application, it may be called for.

Licences will not normally be valid after January 31, 1966. Applications for licences valid after that date will be considered only if exceptional reasons can be shown as to why earlier shipments could not be made.

A separate application is not necessary for each shipment. A licence covering several shipments can be issued.

Licences will not be required for tobacco and tobacco manufactures arriving in this country on or before December 2, 1965 which can be shown to the satisfaction of HM Customs to have been in transit from Southern Rhodesia on November 11, 1965.

Amendment No. 4 to the Open General Import Licence, removing tobacco and tobacco manufactures from Southern Rhodesia from the Licence is on sale at HM Stationery Office, Kingsway, London, W.C.2 and branches.

Applications, on Form ILB/A, should be sent to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, from which application forms can also be obtained. Page 1 of the form should be completed, but on page 2 only the value and quantity of the licence applied for should be inserted. On page 3 and copies, the applicant's name and address, a description of goods and the country of consignment and origin (Southern Rhodesia) should be entered.

WARNING

Importers are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Imports from Southern Rhodesia of sugar and all other products falling within Chapter 17 of the Customs Tariff.

IN NOTICE to Importers No. 1124 dated November 17, 1965, the

Board of Trade have set out the licensing procedure for imports of sugar and all other products falling within Chapter 17 of the Customs Tariff pending the general prohibition of such imports from Southern Rhodesia.

As already announced, the Board are prepared to licence the importation of sugar and the other products shown to their satisfaction to have been purchased by the applicant on or before November 11, 1965. A statement indicating the date of the purchase should be enclosed with the application for the licence, together with documentary evidence in support, if this is available. If such evidence is not supplied with the application, it may be called for.

Licences will not normally be valid after January 31, 1966. Applications for licences valid after that date will be considered only if exceptional reasons can be shown as to why earlier shipments could not be made.

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Bill receives Royal Assent

A STATEMENT by the Attorney-General on the legal measures involved is given in *Hansard* of November 12, columns 513-516. Rhodesia was also discussed in the House of Commons the same day in the fourth day's debate on the Queen's Speech (*Hansard* columns 523-637). The debate on the second reading of the Southern Rhodesia Bill is given in *Hansard* of November 15, columns 687-822. This Bill, under which the necessary Orders in Council are made, received the Royal Assent on November 16.

Exchange control

On November 11, HM Treasury made Orders under the Exchange Control Act 1947 and Directions under the Emergency Laws (Re-enactments and Repeals) Act 1964. These have the effect of excluding Rhodesia from the Scheduled Territories (Sterling Area). They also exclude residents of Rhodesia and their accounts and securities etc., from certain general exemptions and permissions which apply to residents of all other countries outside the Scheduled Territories.

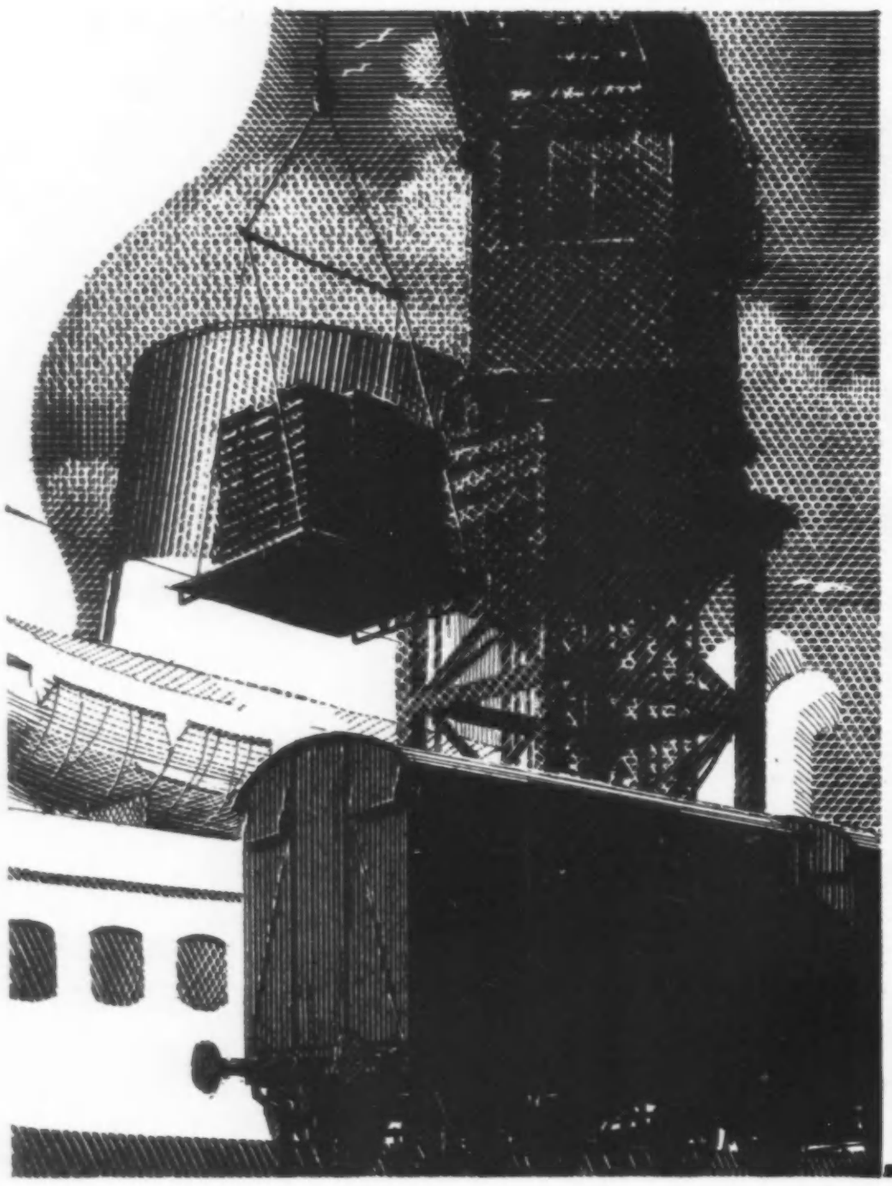
All transactions between United Kingdom residents and residents of Rhodesia are now subject to Exchange Control. Payments by United Kingdom residents to residents of Rhodesia may be made only in sterling to the sterling accounts of residents of Rhodesia with banks in the United Kingdom. Such accounts now become 'Rhodesian Accounts.'

Consent will not be given for direct investment by United Kingdom residents in Rhodesia. Nor will it be given for the purchase by United Kingdom residents of Rhodesian securities with investment currency. Transfers of such securities between United Kingdom residents for sterling will be allowed.

Payments of a current nature by United Kingdom residents to residents of Rhodesia will be controlled, but for the time being the

(*Continued on page* 1217)

Every day and every night the



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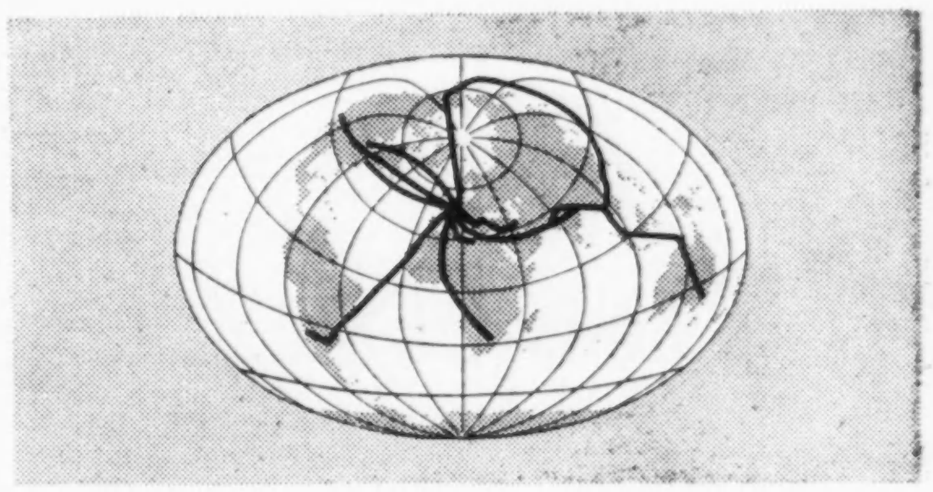

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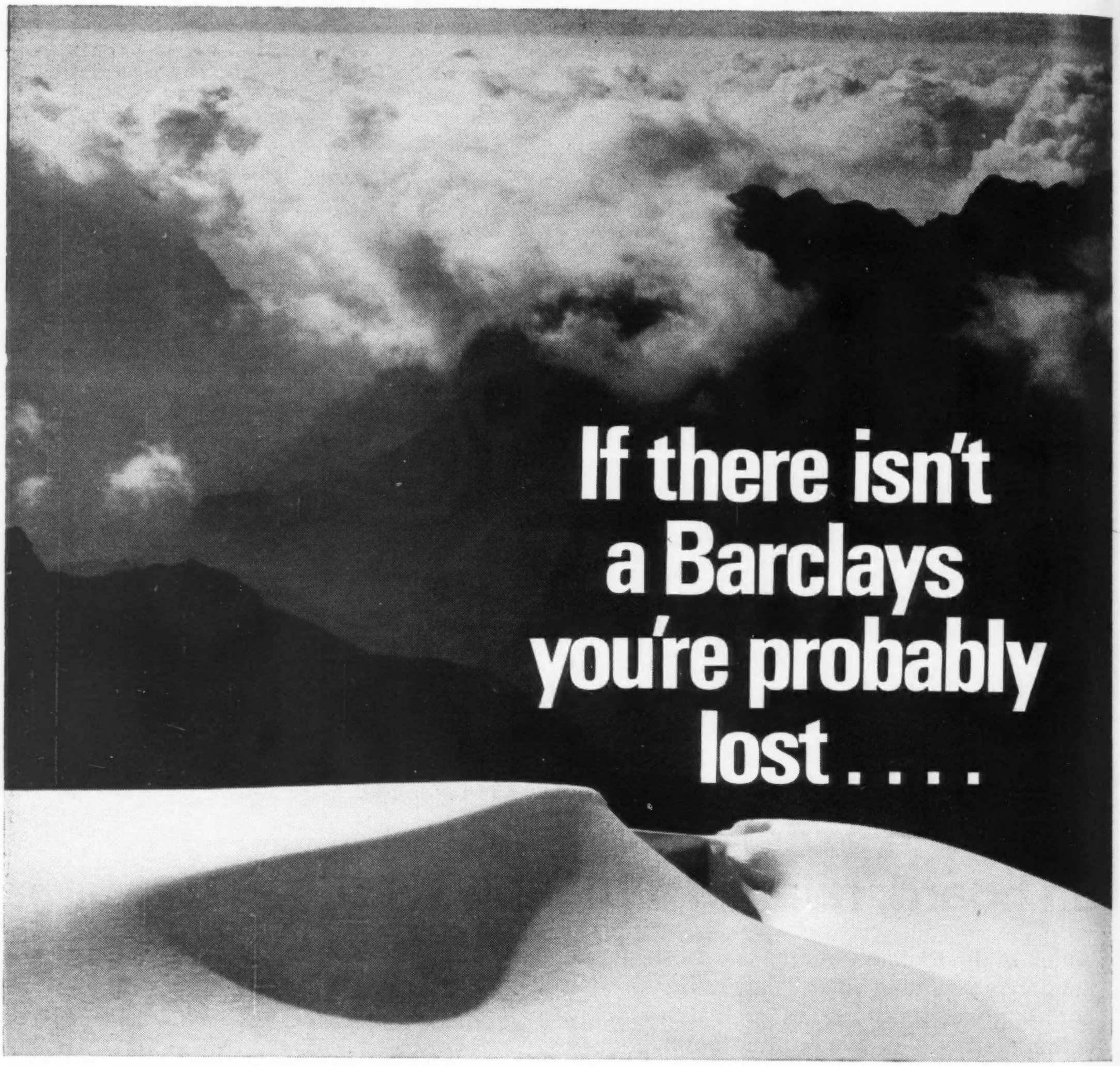

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RHODESIA, continued from page 1214

following payments will generally be allowed in sterling to Rhodesian Accounts in the United Kingdom:-

(a) Payments under contracts entered into before today.
(b) Pensions.
(c) Interest and Dividends.
(d) Wages and Salaries.
(e) Payment for imports from Rhodesia so far as permitted by import licensing.
(f) Freight and Insurance connected with permitted imports and exports between Rhodesia and United Kingdom.

In general payments out of Rhodesian Accounts in the United Kingdom will be allowed in respect of debts due to United Kingdom residents and in respect of commitments to residents of other countries where such commitments have been entered into by residents of Rhodesia before November 11.

Rhodesian owners of UK and other sterling securities may have the income from them credited to Rhodesian Accounts in the UK, and also the redemption proceeds at maturity. The proceeds of sale of such securities, however, can be credited only to a 'Rhodesian security sterling account' and used only for appropriate re-investment subject to control or sold to other residents of Rhodesia for such investment. Rhodesian security sterling may not be sold for foreign currency on an overseas security market.

Exports from the UK to Rhodesia must be paid for in any specified currency or in sterling from an External Account or Rhodesian Account. Rhodesian pounds are not a specified currency. Forms C.D.6 must be completed for exports over £2,000 in value.

Detailed instructions will be issued by the Bank of England to Authorized Banks and Authorized Depositaries.

Postal order and money order services suspended

The British postal order service with Rhodesia has been withdrawn and the money order service suspended.

Results of defence research should be applied in civil industry

SPEAKING at the annual dinner of the conference of the Electronics Industry on November 9, Mr. Frank Cousins, Minister of Technology, emphasized the key position occupied by the electronics industry in the drive to modernize and extend the British industry. He explained that, as Sponsor Department for the electronics industry, the Ministry of Technology had '. . . an interest and a voice within the Government machine which it is prepared to use'. Mr. Cousins applauded the vigorous and heartening way in which the British computer manufacturers are tackling markets both at home and abroad.

'Looking at the electronics industry,' the Minister said, 'no one can fail to be struck by the importance of the research and development element. It is certainly one of the most scientifically-based and research-orientated industries in the country. Equally, however, it must be noted that the larger part of electronics R & D – 60 per cent by value – has been supported by Government Defence Funds. The Defence programme has in fact paid for the development of extremely advanced components and systems. But as we all know, it is not always possible to follow these developments with production on a scale sufficiently large to provide manufacturing experience, and undoubtedly this has sometimes led to failure to exploit on the civil market the potential fall-out from these advanced developments.

'A major task for the Ministry of Technology must therefore be to assist industry in ensuring that advances in techniques achieved in defence work are applied in the civil field. This would be to the advantage of the electronics industry itself and also to the other industries of the country, which may profit considerably by introduction of electronic methods of sensing, measurement, control and data processing.'

Mr. Cousins said that to assist the Ministry in deciding what needed to be done in the civil field and to keep progress under review, they were setting up within the Ministry a standing body which would include senior scientists from other Government departments and from NRDC and the intention was that there should be strong representation from industry. Close links would be maintained between this committee and the similar bodies in Ministry of Aviation and Ministry of Defence.

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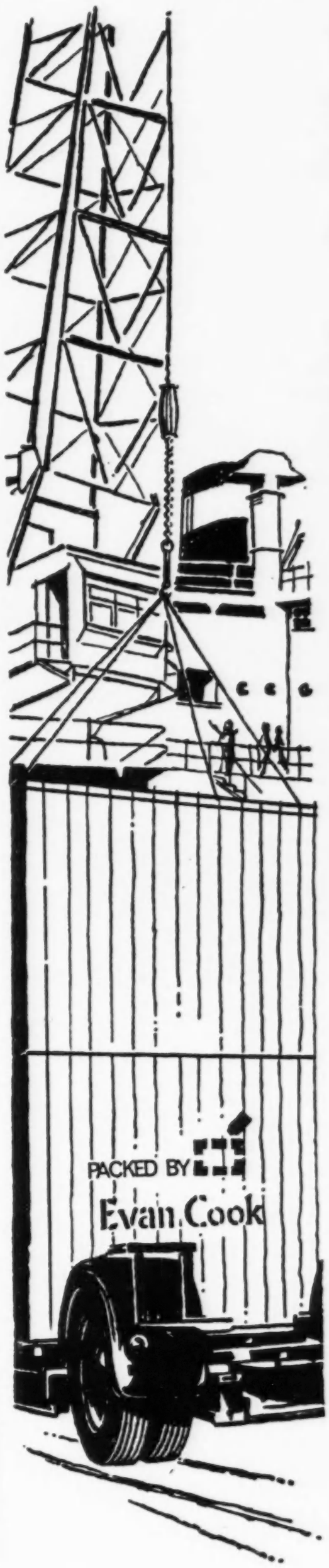

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Prices and incomes policy - an 'early warning' system

THE GOVERNMENT announced on September 2 their intention to seek statutory power to introduce a compulsory 'early warning' system for prices and incomes, i.e. to take power to require advance notification to the Government of an intended increase in prices or charges, of claims relating to pay, hours or other major improvements; and of prospective terms of settlement in such cases. Some delay is inevitable before legislation can be enacted for this purpose; and the Government have in any case undertaken to consult the Trades Union Congress and the Confederation of British Industry further before bringing statutory provisions of this nature into effect. It is accordingly important that an 'early warning' system should be introduced on a non-statutory basis as soon as possible. The proposed arrangements for such a non-statutory scheme are described in a White Paper entitled 'Prices and incomes policy: an early warning system' (Cmnd 2808, HM Stationery Office, price 1s. 3d.). It was drawn up in discussion with the Trades Union Congress and the Confederation of British Industry.

Parts 'A', 'B', and 'C' of the Appendix to the White Paper contain the following list:

PART A

Provisional list of goods and services subject to 'Early warning'

Bread Flour Biscuits Cakes Breakfast cereals Sausages Meat Pies Canned meats Canned fish Quick-frozen fish Margarine Lard and compound fats Jams and marmalade Chocolate and sugar confectionery Condensed milk Canned fruit Canned vegetables Quick-frozen vegetables Processed vegetables Pickles and sauces Soft drinks Ice-cream Tea Processed coffee Spirits Beer	*Notification to:* *The Assistant Secretary,* *Ministry of Agriculture, Fisheries and Food,* *Prices Branch,* *Whitehall Place, (West Block), London, S.W.1.* *Telephone: TRAfalgar 7711.*
Electric motors Primary cells and primary batteries Secondary batteries Precision chains Ball and roller bearings Contractors' plant Agricultural machinery Tractors Commercial vehicles Motor cars Bicycles and motor cycles Perambulators Tyres Domestic refrigerators Gas cookers Electric cookers Washing machines Vacuum cleaners	*Notification to:* *The Assistant Secretary,* *Board of Trade,* *1 Victoria Street,* *London, S.W.1* *Telephone: ABBey 7877*
Electric fires Gas fires Electric storage heaters Domestic boilers Domestic water heaters Electric lamps – coil and fluorescent Cash registers Typewriters Domestic sewing machines Industrial sewing machines Synthetic sole sheeting Upper leather, sole leather and cut soles Rubber footwear Textile yarn and thread and man-made staple fibre Paper and board Wallpaper National daily and Sunday newspapers Oxygen and acetylene P.V.C. and polyethylene Nitrogenous fertilizers Household soaps and detergents Glass jars and bottles	
Radio and television sets	*Notification to:* *The Assistant Secretary,* *Ministry of Technology,* *L Branch,* *Millbank Tower,* *Millbank, London, S.W.1.* *Telephone: VICtoria 2255*
Bricks Cement Glass Sand and grave Plasterboard	*Notification to:* *The Director of Economic Intelligence,* *Ministry of Public Building and Works* *Lambeth Bridge House,* *London, S.E.1.* *Telephone: RELiance 7611.*
Petrol Derv Fuel oils	*Notification to:* *The Assistant Secretary,* *Ministry of Power,* *Petroleum Division,* *Thames House South,* *Millbank, London, S.W.1.* *Telephone: ABBey 7000.*
*Coal *Coke *Manufactured fuel *Gas *Electricity (England and Wales) *Electricity (Scotland)	*Notification to:* *As at present.*
†Rail fares (outside London Passenger Transport Area) †Rail freight charges †British Road Services charges (parcels)	*Notification to:* *As at present.*

*Subject also to the procedures of consulting statutory consumers' councils.
†Notifications will be confined to country-wide changes in fares and charges generally, and changes in published scales for parcels and sundries.

PART B

Food prices under constant watch by the Ministry of Agriculture, Fisheries and Food

Carcase meat and offal
Bacon
Poultry (including broilers)
Eggs
Fresh fruit
Fresh vegetables (including potatoes)
Fish
Sugar
Cheese
Butter

PART C

Prices and charges subject to regulation by independent statutory authorities

Iron and steel products, as defined in the Iron and Steel Act, 1953.
Passenger fares of the London Transport Board and railways in the London area.
Other bus fares
Internal air fares (scheduled passenger services)
Ship, passenger and goods dues, as defined in the Harbours Act, 1964

Formation of Chemical Industries Association, Ltd.

ABOUT A YEAR ago members of the Association of British Chemical Manufacturers and the Association of Chemical and Allied Employers decided to support strongly the proposal to form a new and more influential body to represent the chemical industry. They appointed an integration committee to pursue this intention, and the proposals of that committee were welcomed and endorsed at meetings of the two associations held recently. The steps necessary to bring the Chemical Industries Association Ltd. into effective being on January 1, 1966, were completed on October 29 when, following the first meeting of its council with Mr. Peter Allen, its president, in the chair, the CIA signed the Integration Agreement with the other two Associations.

The first officers of the new association will be: Mr. P. C. Allen, president; Lord Netherthorpe, Mr. F. L. Waring, vice-presidents; Mr. J. C. H. McEntee, director-general; Mr. H. W. Vallender, director of trade affairs; Mr. J. T. Collins, director of industrial relations; and Mr. A. J. Chant, general secretary.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 3, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.30	Ammonium chloride, other than pharmaceutical quality.	Ammonium chloride .	March 3, 1966	6784
29.29	*N* - (*p* - Bromophenyl) - *N'* - methoxy - *N'* - methylurea.	(N - (P - Bromophenyl) - N' - methyl - N' - methoxyurea.	December 31, 1966	6764
29.35	2-Methoxyphenothiazine .	As in previous column .	December 31, 1966	6783
84.06	Combined crankcase and cylinder block castings of iron or steel, of a weight exceeding 291 lb. but not exceeding 302 lb., of a kind used in motor vehicles engines of 3 cylinder, direct injection, water-cooled, 2-stroke horizontally opposed piston type.	Iron crankcase castings .	July 7, 1966	8896

Open General Licence for copper and copper-alloy scrap and metallic residues

THE BOARD OF TRADE announce that the current Open General Licence permitting the export of certain types of copper and copper alloy scrap and metallic residues will expire on November 23 1965. A new Open General Licence has been issued permitting, from November 24 until further notice, the export to any destination of enamelled copper hair wire scrap, contaminated nickel silver scrap and copper scale.

In addition, the Board announce the withdrawal forthwith of the arrangements whereby export licences have been issued for hard drawn copper wire scrap and bronze and cadmium copper wire scrap provided the applicant could satisfy the Board that he had the material in stock or readily obtainable.

Applications to export types of copper scrap and copper alloy scrap and residues other than those remaining on Open General Licence will for the time being be considered only in circumstances where the Board are satisfied

(a) that the material is surplus to the requirements of UK industry, or

(b) that the material is being exported for conversion and re-importation in the form of refined copper for consumption in this country.

Inquiries should be made to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Open General Licence (price 3d., by post 6d.) will be obtainable shortly from HM Stationery Office, Kingsway, London, W.C.2 and branches, or by post from HM Stationery Office, PO Box 569, London, S.E.1.

The effect of these arrangements is (a) to remove two items of scrap, namely copper fireboxes and brass swarf, from the provisions of the Open General Licence whilst permitting the continued free export of certain other types, and (b) to restore the necessity for hard drawn copper wire scrap and bronze and cadmium copper wire scrap to be offered to UK consumers before an export licence application can be considered.

The new arrangements reflect the UK consuming industry's increased need for, and ability to take up, domestic arisings of copper and copper-alloy scrap and residues.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of The Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	October 13, 1965	
738,064	Lepetit S.p.A.	Racemic threo-1-phenyl-2-amino-1, 3-propanediol.
744,187	Lepetit S.p.A.	Unsaturated aldehydes etc.
744,961	Lepetit S.p.A.	Unsaturated nitro thiophene derivatives.
750,485	Lepetit S.p.A.	Unsaturated nitro thiophene derivatives.
759,378	Lepetit S.p.A.	Nitro thiophene derivatives.
815,890	Lepetit S.p.A.	Antibacterial compounds.
822,081	Lepetit S.p.A.	Chemical compounds.
843,699	Painton & Co. Ltd. . . .	Transistors.
889,328	N.V. Nederlansche Instrumentenen Electrische Apparaten Fabriek 'NIEAF'.	Voltages.
957,192	Agfa Akt. Ges	Photographic images producing process.
960,022	Solvay & Cie	Perchlorethylene.
960,023	Solvay & Cie	Alphepichlorohydrin.
	October 14, 1965	
804,495	Gevaert Photo-producten NV. .	Poly-alkylene terephthlates etc.
880,932	Baxter, Bertram and anr . .	Grip on curtain rod.
	October 18, 1965	
774,461	Thomas, John Boaden . . .	Automatic removal of lumps of certain sizes from conveyor load of lumps of various sizes
819,844	Midland Silicones Ltd. . . .	Siloxane rubber tyre.
839,205	Coal Industry (Patents) Ltd. . .	Continuous vacuum filters.
847,610	Lepetit S.p.A.	Oxygenation of steroids.
892,511	The Goodyear Tire & Rubber Company.	Valve inserting tool.
893,684	Midland Silicones Ltd. . . .	Fabric having controlled stretch.
893,990	Gambs. Paul Frederic Marie . .	Ophthalmometers.
901,697	Cabot Corporation . . .	Improved polymerization catalysts.
905,549	Agfa Akt. Ges	Coating linear high molecular weight polycarbonates.
911,754	Gambs, Paul Frederic Marie . .	Ophthalmometer.
915,594	Gates, Geoffrey Robert Greenbergh	Saddle supports for bicycles etc.
939,675	Gevaert Photo-Producten, NV .	New dyes.
945,340	Gevaert Photo-Producten, NV .	Light-sensitive photographic materials.
947,790	Gevaert Photo-Producten, NV .	Light-sensitive photographic materials.
962,534	Rota-Hone Incorporated . .	Honing unit.
984,472	Glaverbel	Granulation of agglomerable pulverous materials.
985,574	Glaverbel	Recovery of heat from furnaces for working glass etc.
987,106	Glaverbel	Melting and working products like glass.
987,539	Societa Finanziaria Siderurgica 'Finsider' per Azioni Instituto Siderurgico.	Hot-blast stove.
988,361	Gevaert Photo-Producten NV .	Electro-photographic materials.
988,362	Gevaert Photo-Producten NV .	Electrophotography.
988,363	Gevaert Photo-Producten NV .	Electrophotography.
	October 28, 1965	
766,210	Philco Corporation . . .	Electrical circuit.
831,266	Philco Corporation . . .	Electrical circuits.
838,890	Philco Corporation . . .	Semi-conductor devices.
843,338	Voss, Hans Hermann . . .	Swivel screw pipe fittings.
880,701	Etablissements Davey Bickford Smith & Cie, S.A.F.	Electric couplings.
890,038	Sperry Rand Corporation . .	Automatic control devices.
895,933	Newman, Stanley Herbert . .	Lighters flame regulating means.
896,217	Wartsila-Yhtyma Oy-Wartsila Koncernan A. B.	Stock head box front wall.
896,642	Regie Nationale Des Usines Renault	Fluid-filled damping devices.
939,030	Gevaert Photo-Producten NV .	N-substituted 1-hydroxy-2-naphthamides preparing method.
939,035	Regie Nationale des Usines Renault	Pneumatic control apparatus.
949,643	Gevaert Photo-Producten NV .	Photographic developing composition.
949,644	Gevaert Photo-Producten NV .	Photographic developing composition.
989,424	Ballestra, Mario	Apparatus to effect reactions in successive etc. manner.
	November 1, 1965	
834,124	Regie Nationale des Usines Renault	Vehicle sun shades.
899,333	Pagnacco, Arrigo	Electromechanical apparatus for automatically determining the frequency curve of the classes of a series of values.
917,212	Ricard, Henri	Manufacture of chocolate and chocolate coatings.
960,385	Regie Nationale des Usines Renault	Speed dependent electric control.
964,500	Regie Nationale des Usines Renault	Differential valves.
965,426	Regie Nationale des Usines Renault	Continuous - casting of metals.
965,427	Regie Nationale des Usines Renault	Apparatus for melting iron.
966,866	Instituto de Angeli S.p.A. . .	2-benzodioxan-methyl hydrazines and their hydrazones.
988,689	Ballestra, Mario	Apparatus for chemical reaction between a liquid compound and a gaseous reagent.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Sale of Land – Horsham St. Faith, Norfolk on **November 26.**

Description – 8,500 acres approximately of freehold land at Vulcan Road, Norwich, Norfolk, adjoining an extensive industrial estate within two miles of Norwich City Centre, with outline planning consent for suitable industrial development.

Location – On the outskirts of Norwich, situated approximately 300 yards from the junction of Vulcan Road, with the Norwich Ring Road and about two miles from City Centre.

Auctioneers – Arnold, Son and Hockley, 36 Prince of Wales Road, Norwich, Norfolk, NOR 02S. (Tel.: Norwich 20551).

Sale by auction of land and buildings at Church Lawford Airfield, Warwickshire. The former Royal Air Force Station, Church Lawford, near Rugby, Warwicks. Illustrated particulars of approximately 83.679 acres of freehold land together with approximately 216,000 sq. ft. of excellent buildings suitable (subject to planning permission) for warehousing. To be sold by auction on Thursday December 9, 1965 at 3 p.m. at The Hotel Leofric, Coventry, by Robinson, Osborne & Moules, 16 Warwick Row, Coventry. Tel. 23264.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Nov. 26 .	Industrial plant; MT spares and miscellaneous stores including:	Command Ordnance Sub-Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171).

Fowler Planet industrial tractor; Coventry Climax fork lift; 4-ton lifting jacks; 32-ton lifting and traversing jacks; 50 h.p. Evinrude outboard motors; pneumatic concrete breaker; oxy-acetylene welding sets; 3 tons scrap batteries; scrap metal; wireless accessories; telephone and electrical spares; kitchenware; office and household furniture including steel frame tables, adjustable armchairs, oak finish bureaux, tubular stacking chairs; clothing, including greatcoats, khaki drill shorts, trousers and bush jackets, BD trousers and blouses; boots and shoes; blankets; carpets; mixed rags, etc.

Dec. 2 .	Commercial vehicles including: . .	Ordnance Disposals Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447-9).

Hands 10-ton four twin-wheeled trailers; Albion and Scammell diesel trucks; cranes and tractors; Commer, Thames, Austin, Morris and Bedford vans and trucks, Austin 'Champs'; Land Rovers; saloon and estate cars; ESA, Matchless, Velocette, Ariel and Bantam motor cycles; hydraulic jacks; MT spares; machine tools including lathes, grinders and drilling machines, presses, woodworking machines, welding machines and electric drills; electric motors; tyres; batteries; scrap metal; BD clothing; leather jerkins; boots; furniture; hardware and miscellaneous stores; old rags and canvas.

Dec. 9 .	Plant and technical stores including diesel and petrol engined generator sets; fork lift trucks; theodolites and survey equipment; binoculars and watches; wireless reception sets and wireless equipment; miscellaneous stores, etc.	Technical Stores Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
Dec. 14 .	Vehicles, including Austin 'Champs'; Land Rovers; saloon cars; earth moving equipment; spares, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).
Dec. 16 .	Plant and equipment; 100 pairs binoculars 7 x 50; MT and electrical spares; clothing; tyres; tentage; canvas; scrap batteries, scrap leather, etc.	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8

Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0701

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

*The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.*3. *Price* 4*s. post free.*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	107	159	127	164	182	164	+ 85	+ 83	—15	+ 6
3rd quarter						108									
1965															
March	..	131	..	..	..	108	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	} 108	..	..	..	..	..	..	..	..	..
September						}									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices								series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0	129·1	156·0	304	288	+55	+33	152	141	— 52
3rd quarter		117*	132·6	+4·8	110·4*	129·7*	159·8	321	284	— 4	+ 6	153	147	
1965														
March	169	121	129·1	+4·4	110·0	128·8	154·5	306	249	+20	+10	147	143	..
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·4	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2*	129·7*	159·9	324	282	—14	— 9	157	144	..
September		117*	132·8	+4·8	110·4*	129·9*	160·2	321	275	— 7	— 7	149	143	
October					110·7*	129·9*		309	265	—10	—12	150*	145*	

† Not seasonally adjusted. *Provisional.

United Kingdom trade in October

Summary

EXPORTS have risen substantially since the middle of the year. There has been little change in the general level of imports since the second quarter. The trade deficit so far this year has averaged a little over half the rate in 1964.

Trade balance

The trade deficit in October was £18 million, seasonally adjusted, and for the three months August-October it averaged £30 million a month, compared with £32 million a month in May-July. In the first 10 months of this year the deficit has averaged £25 million a month compared with £45 million a month last year.

TABLE 1 (A)
TOTALS
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1964 1st quarter	367	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	476	14	—51
4th quarter	377	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—25*
1965 May	379	501	13	—57
June	376	472	14	—34
July	418	485	17	— 3*
August	391	501	15	—48*
September	388	476	14	—25*
October*	394	479	15	—18*
1965 May-July	391	486	15	—32*
August-October*	391	486	15	—30*

* Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values — £ million per month

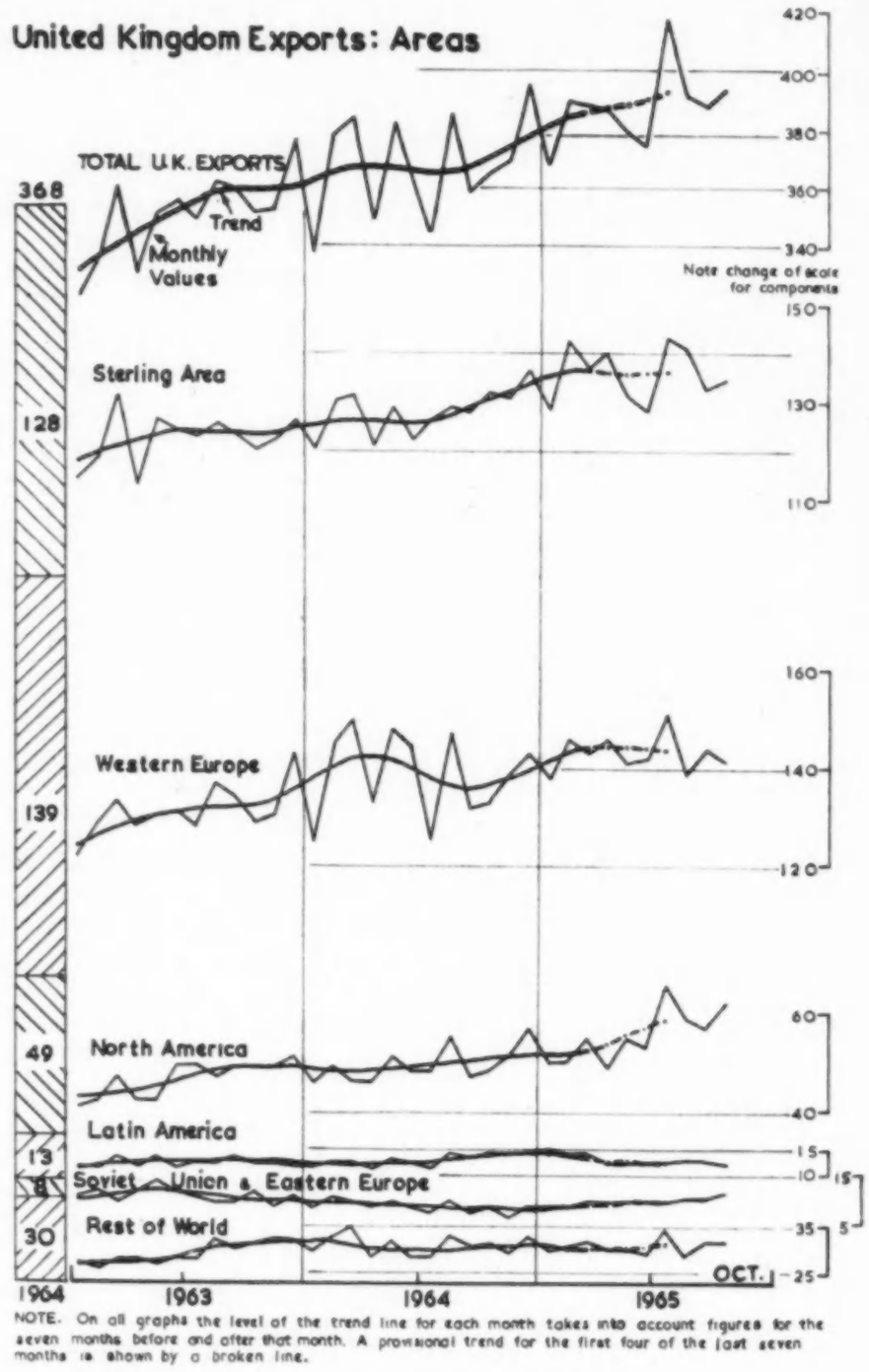
	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	373·9	464·8	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
1965 October*	391·2	482·6	15·1

* Provisional estimates.

Exports

Exports in October were £394 million, seasonally adjusted. The average for the three months August-October, at £391 million, was the same as in the preceding three months, and was nearly 2½ per cent higher than in the first half of this year. For the first 10 months of this year the average has been 5½ per cent up on the rate for the year 1964. For the first 10 months of 1965, compared with the first 10 months of 1964, the rise has been 6½ per cent.

In the most recent three months, the value of exports to the Overseas Sterling Area was a little higher than the average rate in the first half of the year. The main increases were to Australia and New Zealand;



NOTE. On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

Table 2—United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 4th quarter	133	138	74	52	52	14	7	31	377
1965 1st quarter	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
August	141	139	73	52	59	13	10	29	391
September	132	144	73	57	57	13	10	31	388
October*	134	141	74	54	62	12	11	32	394
May-July	134	145	75	56	58	12	9	31	391
Aug.-Oct.*	136	142	73	54	59	13	10	31	391

* Provisional estimates.

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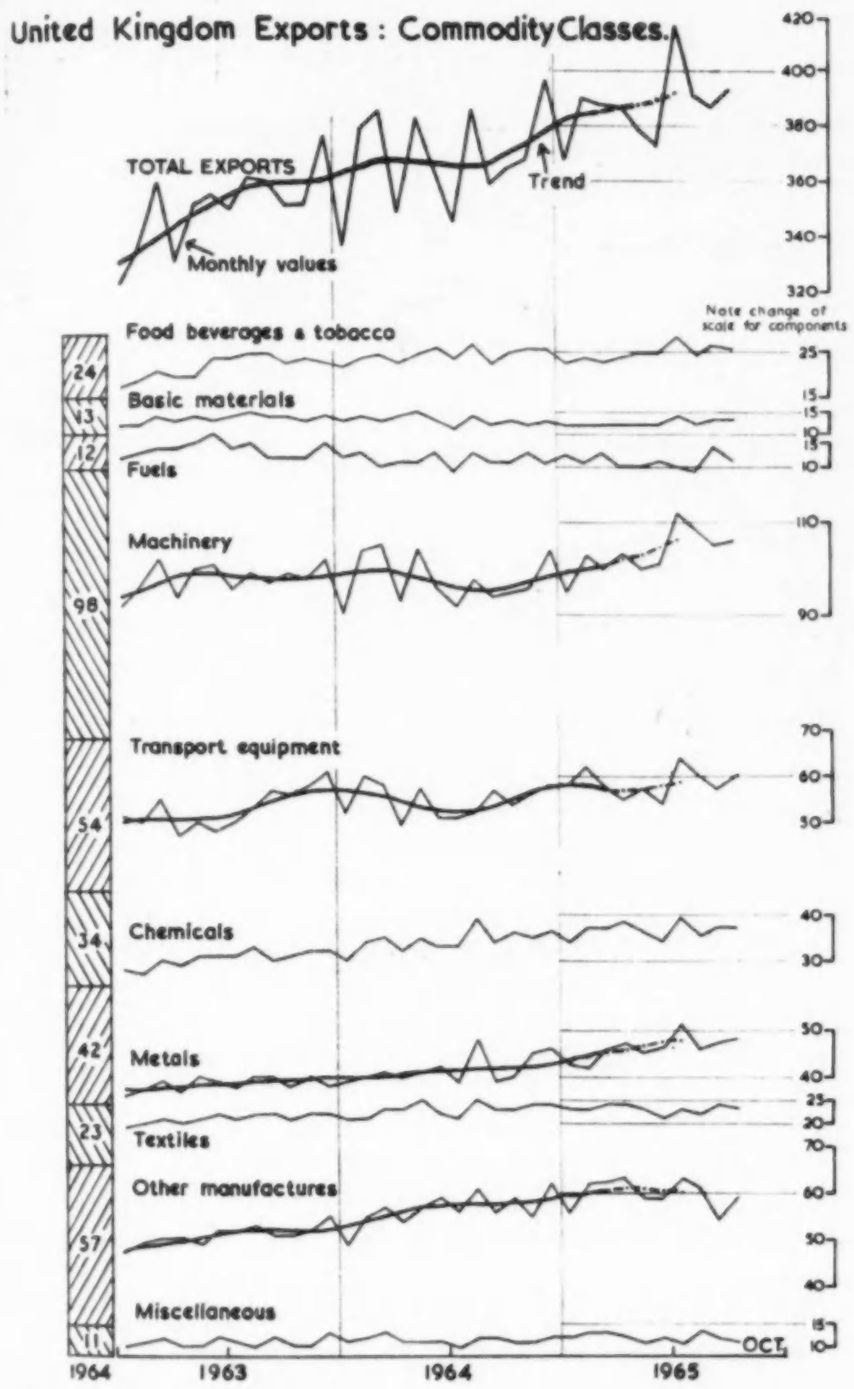
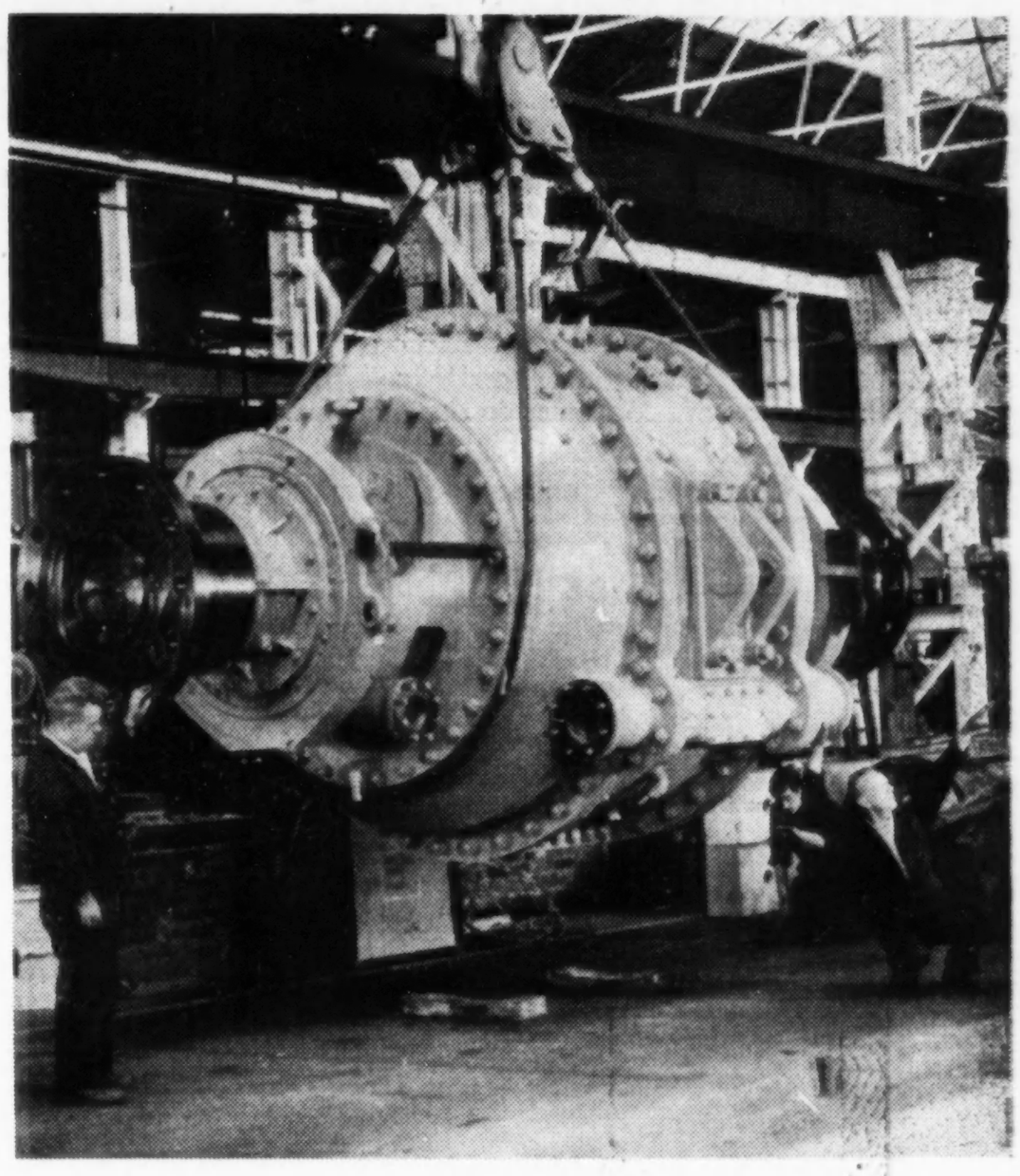
exports to India declined. Exports to North America in August-October were well above the average rate of the first half-year, both for Canada and the United States, but compared with the three months May-July, the rise was wholly to Canada. The previously very rapid expansion to the United States was followed by a small decline. Exports to both the EEC and EFTA markets in the last three months were a little lower than the average in the first half of the year, but exports to the remaining countries of Western Europe expanded further. Exports to Soviet Eastern Europe continued the strong recovery which began early this year, and those to Japan have also picked up well in the most recent three months.





The casing assembly of a Heenan RFA 16 dynamometer for the USSR, winched up ready for loading on a vehicle at the works of Heenan & Froude Ltd., Worcester. The dynamometer is of the twin rotor type which are used for testing large marine diesel engines. It can absorb 25,000 b.h.p. at between 166 and 300 r.p.m. and weighs 80 tons complete. It costs approximately £40,000.

The main increase in the last three months as compared with the first half-year has been in machinery, though the rate of increase has recently tended to moderate. Exports of road motor vehicles flattened off in recent months at a rate a little higher than the average for the first half of the year. The very fast expansion in exports of metals in the early summer has been followed by a slight fall. Exports of beverages and tobacco continued to expand strongly.

Table 3—United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures										Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
August	24	12	9	335	169	109	46	13	36	46	22	61	14	391
September	26	13	14	323	161	105	46	11	37	47	24	53	12	388
October*	25	13	11	334	167	106	47	13	37	48	23	59	11	394
May-July	25	13	11	331	163	105	47	11	36	47	23	60	12	391
Aug.-Oct.*	25	13	11	331	166	107	46	13	37	47	23	58	12	391

* Provisional estimates.

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UNITED KINGDOM TRADE IN OCTOBER, *continued*

Imports

Imports in October were £479 million, seasonally adjusted. In the latest three months they averaged £486 million a month, the same as in May-July. The average level of imports has changed little since the second quarter, though the figures have varied widely from month to month. So far this year, imports have averaged £477 million a month, less than half of 1 per cent higher than in 1964.

Although there has been little change in the general level of imports in recent months, imports of fuels, tobacco and finished manufactures have all been lower, industrial materials have shown little change and food and beverages have continued to rise. The increase in food imports

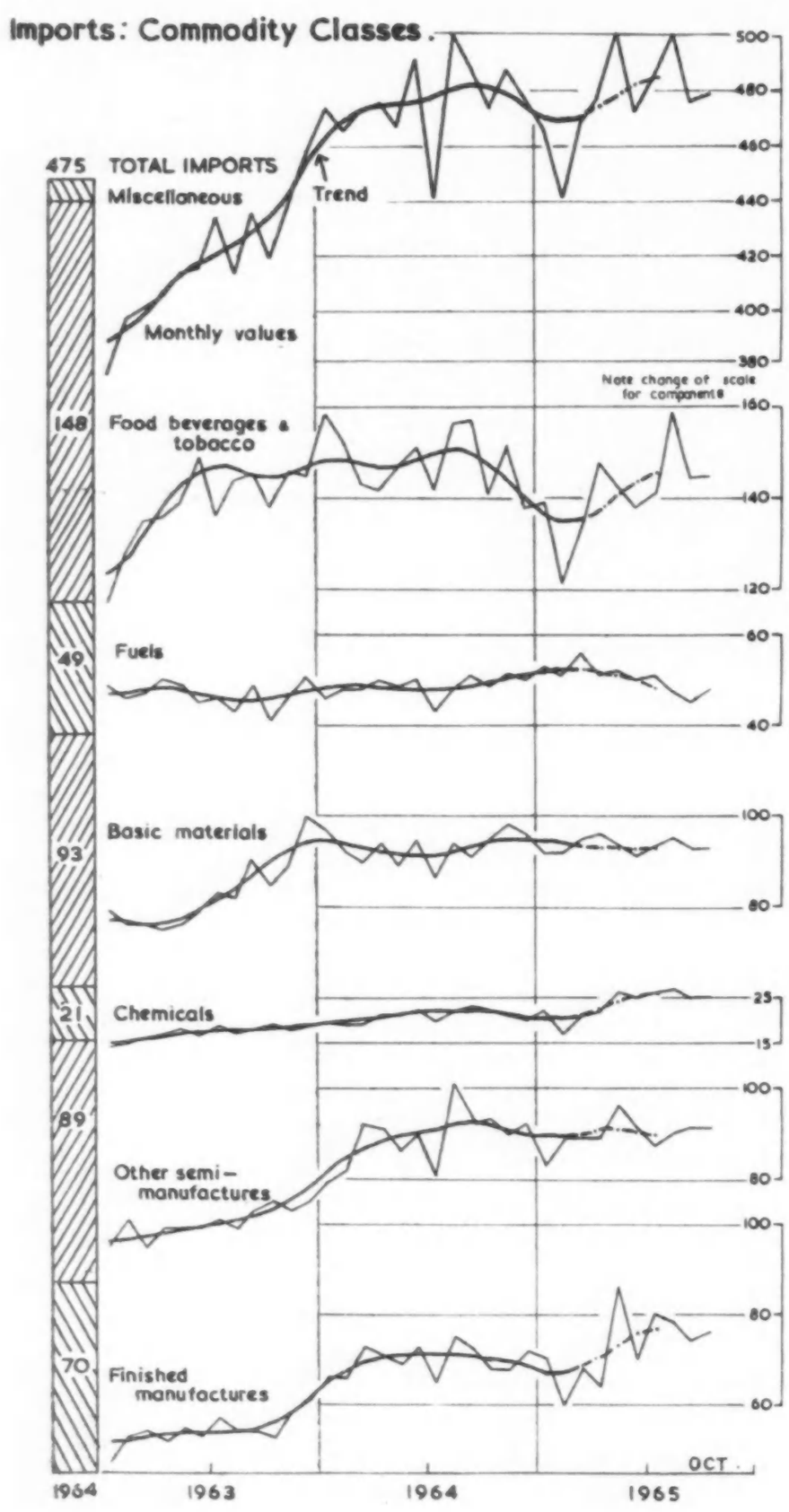


Table 4—Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
August	159	47	213	95	27	91	78	6	501
September	145	46	209	94	25	91	74	7	476
October*	145	48	209	93	25	91	76	4	479
May-July	141	51	210	93	26	91	79	6	486
August-October*	150	47	210	94	26	91	76	6	486

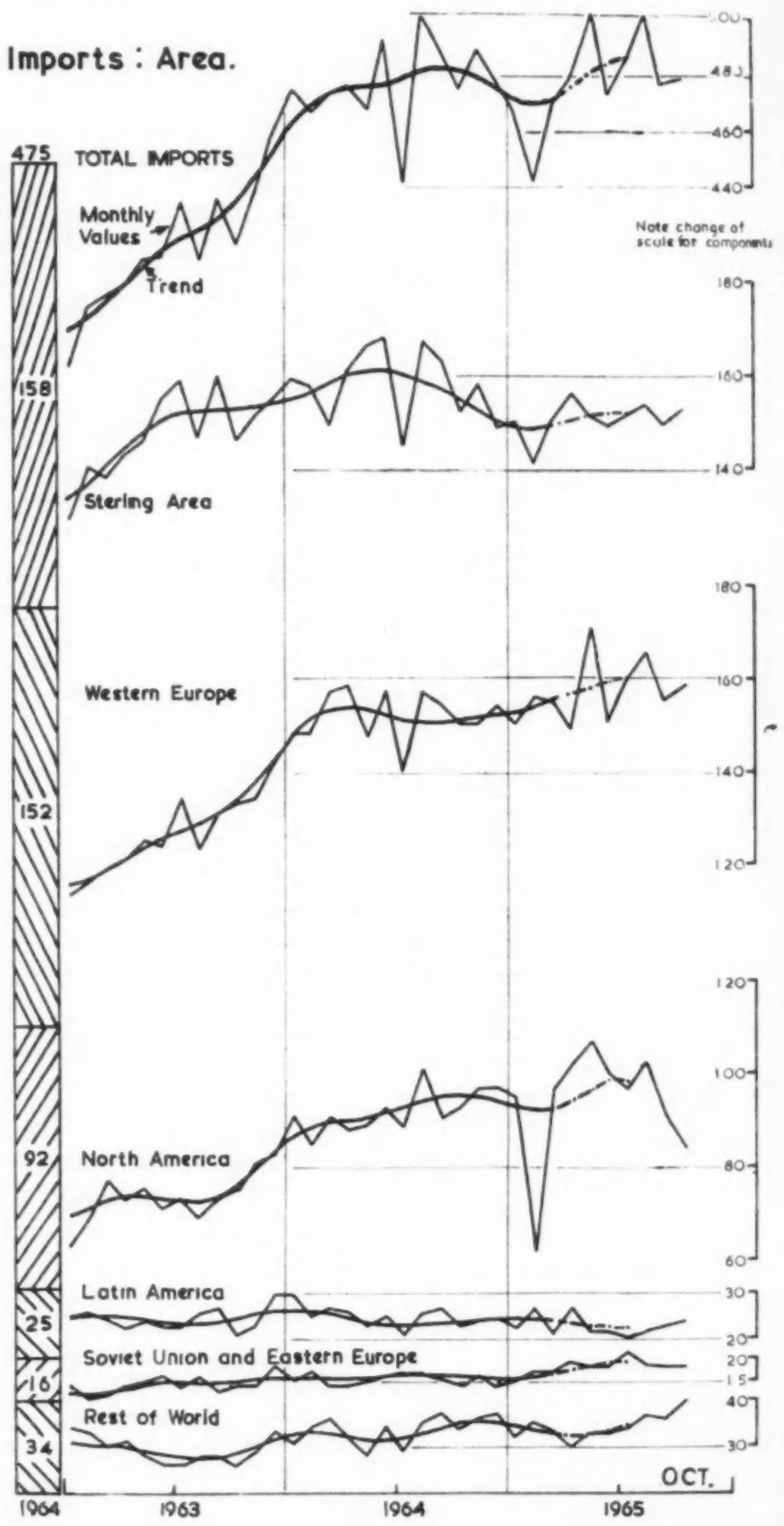
*Provisional estimates

Table 5—Imports: Areas

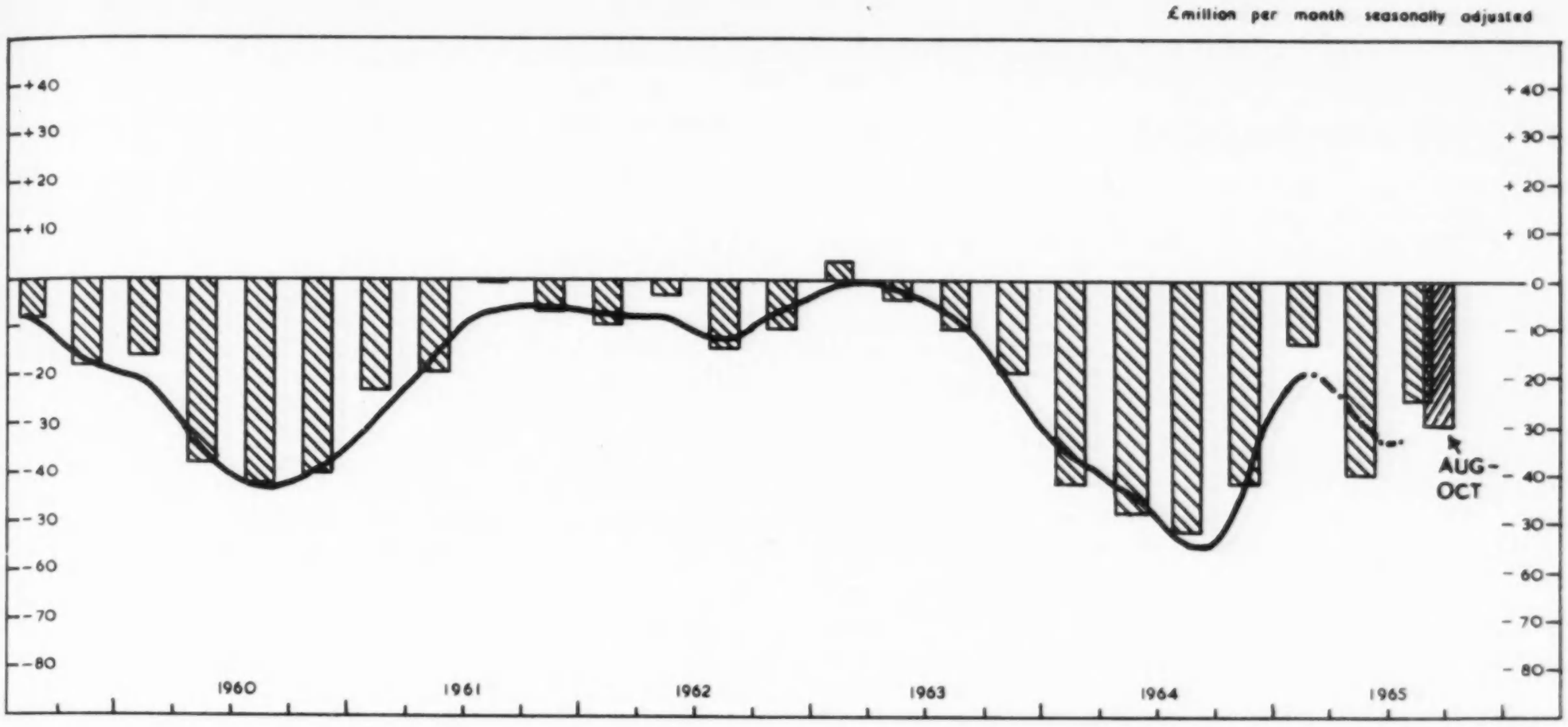
Seasonally adjusted £ million c.i.f. monthly average or calendar months.

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 4th quarter	152	151	96	24	16	36	478
1965 1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
August	154	165	102	23	19	37	501
September	150	156	92	23	18	36	476
October*	152	158	84	24	18	40	479
May-July	151	160	102	22	19	33	486
August-October*	152	160	93	23	18	37	486

*Provisional estimates



THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line

has been marked, though there is some sign of a flattening in the latest period. All three broad classes of industrial materials (basic materials, chemicals and other semi-manufactures) have recently shown little change. The moderate decline in finished manufactures since the early summer reflects a small reduction in machinery imports (after the previously rising trend), and also lower imports of ships and boats. Imports of motor cars and consumer goods, such as clothing and footwear, were a little higher. In manufactured goods as a whole (semi-manufactures and finished goods), a group which is largely subject to the import charge, there has been a modest fall of about 2 per cent in August-October from the higher level, in the previous three months, which followed the cut in the temporary import charge last April.

By area, imports in recent months show a marked decline from North America, particularly from the United States, and a smaller fall from the Soviet Union and Eastern Europe. Imports from Western Europe appear to have flattened out in recent months while from the Sterling area and Latin America they have increased slightly. There has been a marked rise in arrivals from the Rest of the World.

NOTES:

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

Detailed particulars of United Kingdom imports, exports and re-exports will be published on November 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for December due to be published on or about December 29.

*Accounts relating to the Overseas Trade of the United Kingdom, October 1965. H.M. Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by H.M. Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 7s.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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Machine tool orders and deliveries in August

THE MINISTRY of Technology report that, according to figures collected on their behalf by the Board of Trade, net new orders for and deliveries of machine tools in August, normally a poor month, were almost £12 million and £9½ million respectively, so that total orders outstanding rose again to £103½ million.

Orders for home market well maintained

Allowing for seasonal factors, home orders in August, although well below the record level in July, were still at the high level of almost £10 million. This is close to the high average level of the previous three months, and well above the level in the three months February to April which now seem to have been only a temporary, minor recession from the near record high level reached around the turn of the year.

Deliveries were also at a high level when allowance is made for seasonal factors, at over £8 million, but so far there is no sign of their continuing to increase from the high plateau reached in the earlier months of this year. Thus, net new home orders are now, on average, running around 40 per cent above deliveries so that total orders outstanding for the home market continue to increase rapidly, and at the end of August reached £73½ million - the highest level for over three years. Home orders outstanding have now been increasing, on average, by almost £2 million per month for about 15 months, despite a slight check in the early

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

TABLE 1

Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter*	34,605	11,270	23,335	94,652	28,899	65,754	37,820	11,090	26,730
3rd quarter									
4th quarter									
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April*	10,557	3,027	7,530	92,960	29,579	63,382	12,079	3,527	8,552
May*	11,893	3,515	8,378	94,551	30,206	64,345	13,483	4,142	9,341
June*	12,156	4,729	7,427	94,652	28,899	65,754	12,257	3,421	8,836
July*	10,578	3,049	7,529	101,193	29,488	71,705	17,119	3,639	13,480
August*	9,495	2,774	6,721	103,541	30,025	73,516	11,843	3,310	8,532
September									
October									
November									
December									
January-August 1964	77,137	23,552	53,586	79,439	29,887	49,552	87,551	24,282	63,269
January-August 1965	91,515	28,436	63,079	103,541	30,025	73,516	107,274	28,512	78,761
Percentage change (3)	+19	+21	+18	+30	N/C	+48	+23	+17	+24

* Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

months of 1965, representing an increase of about 60 per cent during this period.

Export orders showed little improvement

Net new orders for the export market, seasonally adjusted, showed little improvement on the previous month at just under £3½ million, and for the last three months were more than 15 per cent down on the previous three months. Deliveries similarly adjusted were about the same level, so that export orders on hand at the end of August remained at the level of around £30 million, at which they had been for the previous two years.

Orders on hand the equivalent of nine months' work

Taking home and export together, net new orders, seasonally adjusted, at £13¼ million in August were only a little below the average for the earlier months of this year. In the first eight months of this year they were around 20 per cent higher than in the corresponding period of 1964. Total deliveries at £11½ million, similarly adjusted, were also about the average for previous months, in August, and for the first eight months of this year almost 20 per cent above the corresponding period of 1964. Orders on hand at the end of August represented about nine months' work at current average rates of deliveries, with home orders on hand rather more than this in terms of months' deliveries and export orders on hand rather less.

TABLE 2.

Metal working machine tools orders and deliveries: Seasonally adjusted (1)

£'000

Period	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1962 1st quarter	30,459	7,956	22,503	112,566	32,616	79,950	24,967	8,603	16,364
2nd quarter	32,576	9,260	23,316	107,266	34,445	72,821	27,276	11,089	16,187
3rd quarter	32,234	9,050	23,184	99,252	34,834	64,418	24,220	9,439	14,781
4th quarter	31,904	9,205	22,699	88,946	34,397	54,549	21,598	8,768	12,830
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74 512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28 718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,821	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter*	35,471	11,977	23,494	94,543	28,986	65,557	37,303	10,798	26,505
3rd quarter									
4th quarter									
1964 January	10,163	3,272	6,891	70,453	28,847	41,606	10,888	3,138	7,750
February	9,520	3,128	6,392	71,418	28,680	42,738	10,485	2,961	7,524
March	9,543	3,052	6,491	72,085	28,683	43,402	10,210	3,055	7,155
April	10,168	3,433	6,735	72,628	28,587	44,041	10,711	3,337	7,374
	9,029	2,800	6,229	73,285	28,595	44,690	9,686	2,808	6,878
June	9,521	2,895	6,626	74,805	29,031	45,774	11,041	3,331	7,710
July	9,253	2,379	6,874	77,540	29,233	48,307	11,988	2,581	9,407
August	10,306	2,963	7,343	78,034	29,228	48,806	10,800	2,958	7,842
September	10,622	3,126	7,496	71,364	29,341	52,013	13,952	3,239	10,713
October	10,890	3,356	7,534	83,266	29,825	53,441	12,792	3,840	8,952
November	11,139	3,495	7,644	85,276	29,863	55,413	13,149	3,533	9,616
December	11,555	3,902	7,653	87,785	29,461	58,324	14,064	3,500	10,564
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,367	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April*	11,360	3,367	7,993	92,910	30,588	62,322	11,560	3,791	7,769
May*	11,867	3,669	8,198	94,878	30,917	63,961	13,835	3,998	9,837
June*	12,244	4,941	7,303	94,543	28,986	65,557	11,909	3,010	8,899
July*	10,652	3,016	7,636	100,138	29,283	70,854	16,247	3,314	12,933
August*	11,583	3,416	8,167	101,779	29,350	72,429	13,224	3,483	9,742
September									
October									
November									
December									
Average of the latest 3 months	11,493	3,791	7,702	..	..	..	13,793	3,269	10,525
Average of the previous 3 months	11,562	3,451	8,111	..	..	..	12,714	3,910	8,805
Percentage change	— 1	+10	— 5	..			+ 8	—16	+20

* Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and Jnaury 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
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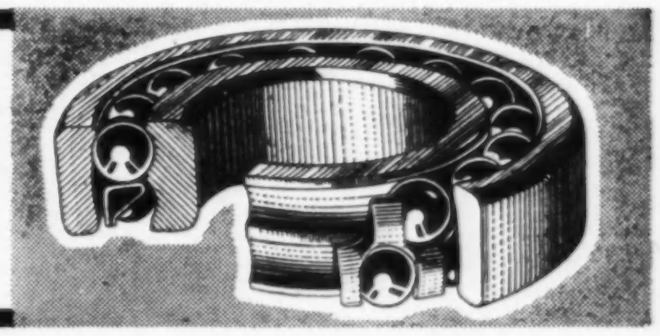

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. (*See page* 1252 *of this issue.*)

Turnover of the catering trades, laundries, dry cleaners and hairdressers

THE ESTIMATES of the turnover of the catering, laundry, dry cleaning and hairdressing trades for September are now available. The change in the date of the August Bank Holiday – this year Bank Holiday Monday fell at the beginning of the September period – may have had an effect on the turnover of these trades and consequently makes for some uncertainty in interpreting the September figures. For the quarter as a whole the figures when compared with a year earlier show a modest increase in the turnover of the catering and hairdressing trades and a rather higher rate of increase for the laundries and dry cleaners.

Catering trades

The total turnover of the catering trades in September was 4 per cent higher than a year earlier, the same rate of increase as in the two previous months but somewhat lower than during the first half of the year.

Each of the four kinds of business shown separately in Table 1, with the exception of canteens and catering contractors, showed increases in turnover in September compared with a year earlier. Licensed hotels and holiday camps, etc., showed an increase of only 3 per cent in September compared to September 1964, despite the fact that any additional receipts arising from the August Bank Holiday would have been included in this period. Turnover of restaurants, cafes, etc., and public houses showed increases in September compared with a year earlier much in line with those for the average for the year to date. The turnover of canteens and catering contractors, reflecting the fact that the September period this year included the Bank Holiday Monday, fell by 1 per cent in September compared with the corresponding month of 1964.

Laundries and dry cleaners

The index of the value of turnover of laundries and dry cleaners for the third quarter of the year at 124 was the same as during the second quarter. The total turnover of the laundry and dry cleaning trades in September was 6 per cent higher than in 1964 compared with 9 per cent in August which included the pre-Bank Holiday period, suggesting that the shift of the August Bank Holiday affected laundries and dry cleaners to some extent. During the third quarter as a whole turnover was 7 per cent higher than last year compared with 4 per cent in the first half of the year.

Hairdressers

For September alone and for the third quarter as a whole, the receipts of hairdressers showed an increase of 3 per cent compared with a year earlier. This maintained the modest level of growth recorded for the second quarter of the year.

Men's hairdressers and men's hairdresser/tobacconists, which include sales of tobacco and other goods in their receipts, both showed an increase in the third quarter of 3 per cent over last year.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1960=100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965	133(b)	111	136	151		107	110	114	127	132	147	155	156	142			
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6(b)	+5	+7	+4		+3	+8	+4	+11	+1	+9	+4	+4	+4			
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965	141 (b)	91	144	188		83	90	99	119	132	172	198	204	168			
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+6 (b)	+6	+6	+4		+5	+10	+3	+10	Nil	+7	+5	+4	+3			
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1955	130 (b)	107	132	151		103	106	111	122	126	146	154	162	141			
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7 (b)	+6	+7	+6		+6	+7	+4	+10	Nil	+9	+5	+6	+6			
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965	133 (b)	114	138	147		112	115	116	132	134	145	152	149	140			
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6 (b)	+4	+8	+4		+1	+9	+3	+14	+1	+10	+3	+3	+5			
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965	123 (b)	129	124	116		128	129	131	122	133	117	116	110	121			
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+4 (b)	+8	+2	+2		+7	+6	+10	—1	+10	Nil	+3	+5	—1			

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1965 turnover was the five weeks from August 29, 1965, to October 2, 1965; the corresponding period in 1964 was from August 30, 1964, to October 3, 1964.
(b) Cumulative figure for January to September compared with corresponding period of 1964.

(*Continued on page* 1229)

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Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121(b)	114	124	124		111	114	117	120	129	124	127	121	124			
	1964	+4	+3	+5	+3	+5	+9	+8	—4	+7	+1	+7	+3	+4	+2	+4	+4	+7
	1965	+5(b)	+4	+4	+7		+2	+2	+8	+1	+8	+3	+7	+9	+6			
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119(b)	116	121	121		115	116	118	115	126	121	124	118	120			
	1964	+4	+3	+5	+3	+5	+9	+5	—2	+8	+1	+7	+3	+5	+2	+4	+5	+6
	1965	+5(b)	+4	+3	+6		+1	+3	+8	Nil	+10	+1	+6	+8	+5			
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	124(b)	111	130	130		103	111	117	128	135	127	132	126	132			
	1964	+4	+3	+4	+2	+6	+9	+12	—7	+5	+1	+7	+3	+3	+2	+6	+4	+8
	1965	+6(b)	+4	+4	+9		+3	+1	+7	+2	+6	+5	+8	+11	+7			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a) and (b) to Table 1.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	111(b)	106	114	114		103	105	108	114	113	114	116	115	112			
	1964	+3	+5	+1	+3	+2	+10	+7	+1	+1	+1	+2	+1	+4	+3	Nil	+4	+3
	1965	+2(b)	+1	+3	+3		+1	+1	+1	+4	+1	+3	+2	+5	+3			
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	113(b)	109	112	119		111	108	107	108	111	117	121	118	117			
	1964	+4	+5	+4	+4	+4	+10	+5	+2	+5	+3	+3	+3	+8	+2	+4	+4	+3
	1965	+3(b)	+4	+3	+3		+2	+4	+5	Nil	+1	+6	+1	+4	+5			
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	110(b)	105	114	112		100	105	108	117	114	113	114	114	110			
	1964	+2	+5	+1	+2	+2	+9	+8	Nil	Nil	Nil	+1	Nil	+3	+4	—1	+3	+3
	1965	+2(b)	Nil	+3	+3		+1	Nil	—1	+5	+2	+2	+3	+5	+2			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a) and (b) to Table 1.

ENGINEERS VISIT CENTRAL OFFICE OF INFORMATION

A group of representatives of member firms of the Engineering Industries Association who visited the Central Office of Information on November 9 and were received and introduced to the work of the COI by Mr. H. J. Watters, Assistant Controller (Overseas). The visitors then took part in discussions with members of the Overseas Press Services, photographs, radio, films, television and newsreels, publications, reference, tours and production services, and exhibitions division. The party was led by Mr. Richard Dowling of David Dowling Ltd., Romford, Essex, chairman of the London Region of the Engineering Industries Association.

Assets and liabilities of hire purchase finance companies

HIRE PURCHASE, credit sale and other instalment debt owing to hire purchase finance companies at the end of September amounted to £911 million, constituting, as in the previous quarter, over 80 per cent of the total value of the selected assets reported in the quarterly inquiry into assets and liabilities of hire purchase finance companies. £855 million represented direct debt as mentioned in an article on 'Hire purchase and other instalment credit' business published in the *Board of Trade Journal* on November 12, 1965. The balance of £56 million was owed to finance houses by retailers under block discounting arrangements. The total rose by £16 million, or 2 per cent, during the third quarter compared with a rise of 7 per cent during the second quarter of the year, when seasonally high car buying contributed to the increase. Taking seasonal influences into account, the rate of increase in the third quarter was slower than in recent periods. Trade investments in unconsolidated subsidiaries, £45 million at the end of June, rose to £53 million, and other securities at £20 million were up by £4 million. Other advances and loans remained steady at £126 million and there was no change in the level of assets with United Kingdom financial institutions other than Banks (£8 million).

The main source of finance consisted of deposits, which increased by £22 million to £656 million during the third quarter of the year, and other funds provided by United Kingdom banks, which rose by £17 million to £108 million. Deposits by United Kingdom non-financial companies rose by £15 million to £243 million, deposits by overseas residents by £20 million to £131 million and deposits by United Kingdom financial institutions other than Banks by £4 million to £68 million. These increases were partially offset by a fall of £14 million in deposits by United Kingdom banks which stood at £121 million at the end of the quarter, and by a decrease of £3 million in deposits by other United Kingdom residents which totalled £93 million. Funds derived by discounting bills with United Kingdom banks and discount houses also fell, being £103 million, at the end of September, a decrease of £21 million.

At the end of September, the total of selected liabilities exceeded the total of selected assets by £37 million compared with an excess of liabilities totalling £42 million at the end of June. These differences may be due to the employment of funds by finance companies in acquiring assets for leasing, renting or hiring out; assets held in this form are not represented among the selected assets covered by the inquiry.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at							
	Dec. 31, 1962	Dec. 31, 1963	Dec. 31, 1964	June 30, 1964	Sept. 30, 1964	Mar. 31, 1965	June 30, 1965	Sept. 30, 1965
Assets with United Kingdom financial institutions other than banks	1	9	9	11	10	7	8	8
Trade investments and investments in unconsolidated subsidiaries	27	32	41	37	39	45	45	53
Other securities	17	19	20	19	15	9	16	20
Hire-purchase, credit sale and other instalment credit outstanding (1)	622	659	803	752	791	836	895	911
Other advances and loans	58	77	117	99	106	125	126	126
Total of Selected Assets	725	796	990	918	961	1,022	1,090	1,118
Selected liabilities								
Bills discounted with United Kingdom banks and discount houses	65	62	111	85	77	122	124	103
Deposits by:								
(a) United Kingdom banks	49	71	84	105	104	127	135	121
(b) Other United Kingdom financial institutions	40	30	55	54	56	47	64	68
(c) United Kingdom non-financial companies	128	175	203	196	195	197	228	243
(d) Other United Kingdom residents	34	42	66	53	55	76	96	93
(e) Overseas residents	86	72	86	73	91	89	111	131
Total deposits	337	390	494	481	501	536	634	656
Other borrowing:								
(a) United Kingdom banks (net) (2)	82	85	116	84	107	119	91	108
(b) Other United Kingdom financial institutions	8	6	7	7	7	8	8	8
(c) United Kingdom non-financial companies	1	1	2	1	1	1	1	1
(d) Other United Kingdom residents	6	8	7	7	7	7	5	6
(e) Overseas residents	1	1	—	2	—	—	—	—
Total other borrowing	98	101	132	101	122	135	105	123
Unearned finance charges	64	71	88	81	86	93	98	99
Issued capital and reserves (3)	142	151	172	152	157	171	171	174
Total of Selected Liabilities	706	775	997	900	943	1,057	1,132	1,155

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

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British film fund agency

THE BRITISH Film Fund Agency has published the following information for the two weeks ended October 9, 1965:

Distributors' earnings submitted:		
High cost films		£406,433
Low cost films:		
Eligible (after multiplying by 2½)	£14,565	
Not eligible for 2½ times rental	£1,497	
		£422,495
Films of less than 3,000 feet (after multiplying by 2½)		£37,311
		£459,806
Levy collections paid to Agency by HM Customs and Excise to October 30, 1965, approximately covering entertainments to October 9, 1965		£204,400

The twelfth interim allocation for the eighth distribution period will be at the rate of 49½ per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday November 12, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Made in Hong Kong	Br/E 30791	13	November 9	Hillcrest Productions Ltd.	The Hong Kong Government Information Service.
Return from the Ashes	Br/E 30793	104	November 10	United Artists Corporation Ltd.	Mirisch Films Ltd.
Pathe Pic. Series 560/572:					
Pathe Pic. No. 569	Br/E 30796	9	November 11	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pic. No. 570	Br/E 30797	8	November 11	" "	" "
Pathe Pic. No. 571	Br/E 30798	8	November 11	" "	" "
Pathe News 65-90	Br/E 30488	8	November 12	" "	" "
Pathe News 65-91	Br/E 30489	8	November 12	" "	" "
Movietone News 1900A	Br/E 30408	8	November 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1901	Br/E 30409	9	November 12	" "	" "
			FOREIGN		
Borderlines	F 30786	90	November 9	United Artists Corporation Ltd.	Admiral Pictures Inc.
Jolly Jupiter	F 30787	6	November 9	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Oscar's Thinking Cap	F 30788	6	November 9	" "	" "
Dress Reversal	F 30789	6	November 9	" "	" "
Shot Gun Shambles	F 30790	6	November 9	" "	" "
Victims of Vice	F 30792	84	November 9	D.U.K. Films Ltd.	Comptoir Francaise du Film and Roal Films, Paris, 8.
Bluebeard's Castle	F 30794	63	November 10	British Home Entertainment Ltd.	Norman Foster Productions, Vaduz, Leichtenstein.
The Reward	F 30795	91	November 10	Twentieth Century-Fox Film Co. Ltd.	A Melcher Arcola Production.

Note: In the list of films registered during the week ended Friday, November 5, 1965, the address of the maker's name of 'Adieu Philippine' should be Unitec-France, Paris.

Cinema admissions and takings in September

DURING SEPTEMBER, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 7.1 million, and the weekly average of gross box office takings was £1.45 million.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

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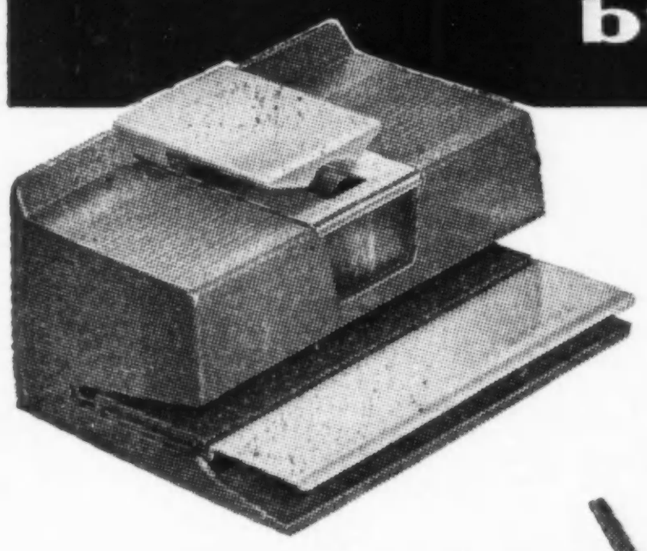

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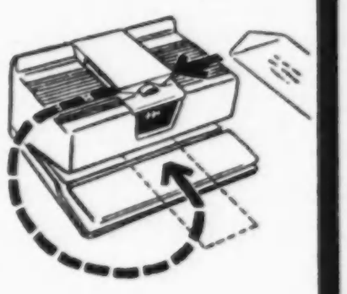

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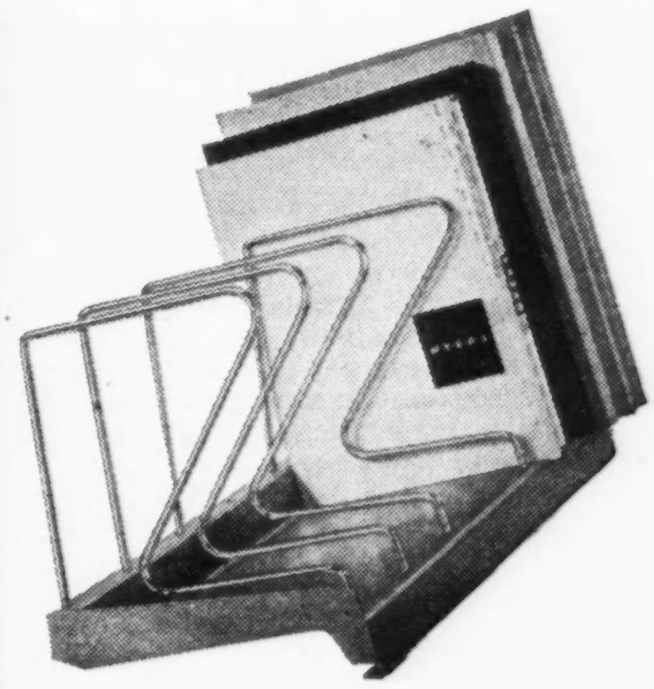

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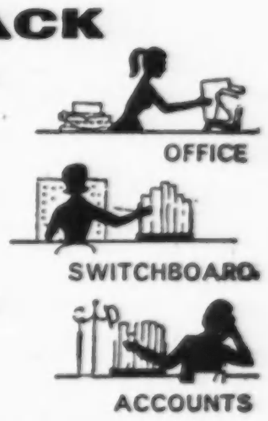

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Census of distribution for 1966: Advance notice of arrangements

THE BOARD OF TRADE are preparing to take a census of retail distribution and of certain service trades relating to trade done in 1966.

Forms for completion will not be issued until January, 1967, but specimen copies have already been prepared and are being issued shortly to the largest retailers, and to credit traders, mail order businesses, automatic vending machine operators, multiple organizations, and organizations engaged in laundering or dry cleaning; all traders in these categories are to be included in the census. (Specimen copies of forms are also being issued to trade associations.)

A sample only of smaller traders will be asked to make a return. The Board will not be able to give advance warning to these traders individually as their names and addresses will not be known until businesses in the sample areas have been listed next year. Traders in these areas can, however, obtain information copies of the census forms by applying to the Census Office. Particulars of the sample areas are given in an appendix to this notice.

The census will be taken under the Statistics of Trade Act, 1947. The Order prescribing its scope and the matters about which information may be required is the Census of Distribution (1967) Order 1965 (S.I. 1965 No. 1408), copies of which may be obtained from HM Stationery Office, Kingsway, London, W.C.2 or through any bookseller (price 6d.), or by post 9d. from HMSO, PO Box 569, London, S.E.1.

The scope of the census and the questions to be asked have been settled after consultation with the Advisory Committee for the Census of Distribution and Other Services for 1966. This Committee was appointed in October, 1964 and included a number of retailers among its members.

The census will provide an up-to-date basis for the measurement of current trends in retail trade and other information required by the Government in dealing with economic affairs. The information given by traders will be treated in strict confidence and will be seen only by staff of Statistics Division of the Board of Trade. It will not be disclosed to any other Government Department.

A similar sample survey was undertaken in 1957. A full census of distribution was carried out in 1950 and again in 1961.

Scope of the Census

The following kinds of business are included:

> Retail trade (except establishments engaged only in selling goods by auction or in selling fuel, timber, building materials other than wall-papers or paints, agricultural supplies, motor vehicles and parts or accessories, petrol and oil); establishments engaged in installing, repairing or hiring out consumer goods, laundering (including launderettes), dry cleaning, pressing and dyeing, hairdressing, manicuring and beauty culture, pawnbroking and relaying sound or television broadcasts.

The census will not cover wholesale distribution, public houses or the provision of services other than those mentioned above.

Questions to be asked

The forms provide that if it is inconvenient for a trader to make a return for the calendar year 1966, information may be given for a business year ending on any date from April 6, 1966 to April 5, 1967, inclusive.

Small retailers with a turnover of less than £5,000 a year will be asked only to indicate the nature of their business, their total takings during the year, and particulars of the number of persons working in the business.

Those with a turnover of £5,000 a year or more will, in addition, be asked questions on wages and salaries; purchases; stocks; capital expenditure; credit sales; book debts; an analysis of turnover by the main classes of goods sold and services provided; the number of goods vehicles operated; and (in some areas) floor space.

Large retailers (including department stores), credit traders, mail order businesses, multiple organizations with ten or more branches, and co-operative societies will, in addition to the above information, also be asked about transport costs. For their individual branches, multiple organizations and co-operative societies will be asked to give only turnover and employment figures and to indicate the kind of business. Afterwards they will also be asked for the floor space of some of their branches in sample areas. (This does not apply to credit traders and mail order businesses.)

Hairdressers, footwear repairers, laundries, launderettes and dry cleaners will be asked to give a description of their business, together with particulars of their turnover and the number of persons working in the business. Those with a turnover of £5,000 or more will also be asked about their capital expenditure and the number of goods vehicles operated – and transport costs in the case of multiple boot and shoe repairers and laundries etc. Some hairdressers will also be asked about their floor space.

Specimen census forms or other information may be obtained from the Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 219). It would be helpful if traders, in making inquiries, would state the nature of their business (e.g. retailer, hairdresser).

APPENDIX

LIST OF SAMPLE AREAS

Standard Regions	Large Towns*	Small Towns and Urban Districts	Rural Districts†
ENGLAND: Northern	Darlington C.B. Gateshead C.B. Middlesbrough C.B. Newcastle-upon-Tyne C.B. South Shields C.B. Stockton-on-Tees M.B. Sunderland C.B. West Hartlepool C.B.	Cockermouth U.D. Durham M.B. Gosforth U.D. Guisborough U.D. Newbigging-by-the-Sea U.D. Northallerton U.D. Spennymoor U.D. Tynemouth C.B. Whitehaven M.B.	Cockermouth R.D. Haltwhistle R.D. Leyburn R.D. Pickering R.D. South Westmorland R.D. Stokesley R.D.
Yorks and Humberside	Bradford C.B. Huddersfield C.B. Kingston-upon-Hull C.B. Leeds C.B. Sheffield C.B. York C.B.	Bingley U.D. Darfield U.D. Dearne U.D. Garforth U.D. Horncastle U.D. Mirfield U.D. Otley U.D. Scunthorpe M.B. Wakefield C.B.	Horncastle R.D. Thorn R.D. Wharfedale R.D.
East Midland	Derby C.B. Leicester C.B. Lincoln C.B. Northampton C.B. Nottingham C.B.	Ashbourne U.D. Ashby de la Zouch U.D. Beeston and Stapleford U.D. Corby U.D. Dronfield U.D. Hinckley U.D. Oundle U.D. Stamford M.B. West Bridgford U.D.	Blackwell R.D. East Kesteven R.D. Repton R.D. Uppingham R.D.
East Anglia	Cambridge M.B. Ipswich C.B. Norwich C.B.	Diss U.D. Great Yarmouth C.B. Hadleigh U.D. Haverhill U.D. Hunstanton U.D. Huntingdon and Godmanchester M.B. Leiston-cum-Sizewell U.D. Newmarket U.D. St. Ives M.B. St. Neots U.D. Saxmundham U.D. Stowmarket U.D. Thetford M.B.	Blofield and Flegg R.D. Clare R.D. Docking R.D. Newmarket R.D.
South Eastern	Greater London Council area: Basildon U.D. Bournemouth C.B. Brighton C.B. Luton C.B. Oxford C.B. Poole M.B. Portsmouth C.B. Reading C.B. Southampton C.B. Southend-on-Sea C.B. Thurrock U.D.	Banstead U.D. Basingstoke M.B. Bicester U.D. Bletchley U.D. Canvey Island U.D. Cuckfield U.D. Esher U.D. Fleet U.D. Halstead U.D. Harwich M.B. Lydd M.B. New Romney M.B. Portslade-by-Sea U.D. Reigate M.B. Royston U.D. Sandwich M.B. Staines U.D. Stevenage U.D. Welwyn Garden City U.D. Winchester M.B. Wivenhoe U.D. Wokingham M.B. Worthing M.B.	Hailsham R.D. Hollingbourn R.D. Maidstone R.D. Watford R.D.
South Western	Bath C.B. Bristol C.B. Exeter C.B. Plymouth C.B. Swindon M.B.	Crewkerne U.D. Exmouth U.D. Ilfracombe U.D. Launceston M.B. Lyme Regis M.B. Mangotsfield U.D. Melksham U.D. Okehampton M.B. Saltash M.B. Sidmouth U.D.	Bathavon R.D. Gloucester R.D. Okehampton R.D. Pewsey R.D. St. Thomas R.D. Salisbury and Wilton R.D. Sodbury R.D. Stratton R.D. Wincanton R.D.

Standard Regions	Large Towns*	Small Towns and Urban Districts	Rural Districts†
		South Molton . M.B.	
		Tiverton . . M.B.	
		Torpoint . . U.D.	
		Torquay . . M.B.	
		Wellington . U.D.	
		Yeovil . . M.B.	
West Midland	Birmingham . C.B.	Amblecote . U.D.	Cannock . R.D
	Coventry . C.B.	Brierley Hill . U.D.	Southam . R.D.
	Stoke-on-Trent C.B.	Dudley . . C.B.	
	Walsall . . C.B.	Leek . . U.D.	
	Wolverhampton C.B.	Leominster . M.B.	
		Lichfield . M.B.	
		Oswestry . . M.B.	
		Royal Leamington Spa . M.B.	
		Rugby . . M.B.	
		Whitchurch . U.D.	
North Western	Birkenhead . C.B.	Adlington . U.D.	Tarvin . . R.D.
	Blackpool . C.B.	Billinge and Winstanley . U.D.	Warrington . R.D.
	Bolton . . C.B.	Bootle . . C.B.	Whiston . . R.D.
	Liverpool . C.B.	Bradbury and Romiley . U.D.	
	Manchester . C.B.	Bury . . C.B.	
	Salford . . C.B.	Chorley . . M.B.	
	Stockport . C.B.	Church . . U.D.	
		Hindley . . U.D.	
		Preesall . . U.D.	
		Stretford . . M.B.	
		Wigan . . C.B.	
		Winsford . U.D.	
Wales	Cardiff . . C.B.	Abertillery . U.D.	Carmarthen . R.D.
	Merthyr Tydfil. C.B.	Ammanford . U.D.	Gower . . R.D.
	Newport . C.B.	Barmouth . U.D	Narberth. . R.D.
	Port Talbot . M.B.	Barry . . M.B.	Neath . . R.D.
	Rhondda . M.B.	Bedwellty . U.D.	Ogwen . . R.D.
	Swansea . . C.B.	Caerleon . . U.D.	Teifiside . . R.D.
		Carmarthen . M.B.	
		Chepstow . U.D.	
		Cowbridge . M.B.	
		Cwmbran . . U.D.	
		Denbigh . . M.B.	
		Kidwelly . . M.B.	
		Llandovery . M.B.	
		Llanelly . . M.B.	
		Llanfairfechan . U.D.	
		Llanwrtyd Wells. U.D.	
		Llwchw . . U.D.	
		Milford Haven . U.D.	
		Penarth . . U.D.	
		Rhymney . . U.D.	
Scotland	Aberdeen . City	Airdrie . . L.B.	Cumbernauld
	Dundee . City	Armadale . S.B.	Currie (part only).
	Edinburgh . City	Banchory . . S.B.	Forfar
	Glasgow . City	Barrhead . . S.B.	Glenrothes
		Bishopbriggs . S.B.	Kirkcaldy
		Dumbarton . L.B.	Lanark No. 4 District
		East Kilbride . S.B.	Mid Argyll
		Hellensburgh . S.B.	Penicuik (part only)
		Invergordon . S.B.	Prestonpans
		Inverness . L.B.	Renfrew Second District
		Kelso . . S.B.	
		Kilmarnock . L.B.	Renfrew Fourth District (part only)
		Kilsyth . . S.B.	
		Kinghorn . . S.B.	
		Kirkcaldy . L.B.	
		Linlithgow . S.B.	
		Lochmaben . S.B.	
		Maybole . . S.B.	
		Montrose . . S.B.	
		Motherwell and Wishaw . L.B.	
		Musselburgh . S.B.	
		Stevenston . S.B.	
		Stonehaven . S.B.	
		Stromness . S.B.	
		Tain . . S.B.	
		Thurso . . S.B.	
		Whitburn . . S.B.	

Notes: *In each of these large towns a sample of traders will be included.
† For Scotland – Landward Areas (Districts of County).
C.B. – County Borough. R.D. – Rural District.
M.B. – Municipal Borough L.B. – Large Burgh
U.D. – Urban District S.B. – Small Burgh

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 3 per cent more than in September 1964.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 4 and 6 per cent more respectively compared with September 1964. The rate of production of tops was 4 per cent more.

In the period January-September production of tops was 11 per cent less than in the corresponding period last year; deliveries of worsted yarn and woven fabrics (excluding blankets) were 4 and 1 per cent less respectively.

The total value of manufactures of the wool textile industry exported during the third quarter of 1965 was £31·0 million – 2 per cent more than in the second quarter and 3 per cent more than in the same quarter last year. Compared with the third quarter of 1964 the value of tops exported was 11 per cent less; the values of yarns and woven fabrics exported, however, were 2 and 8 per cent more respectively.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*) Woollen	Woven fabrics (excluding blankets) (*c*) Worsted	Blankets (*b*)
Quarterly average	Million lb.				Million sq. yds.		
1958 . .	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959 . .	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960 . .	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961 . .	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962 . .	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963 . .	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964 . .	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
1964 July .	34·0	22·2	27·1	18·6	17·4	11·7	2·2
August .	22·4	13·0	19·3	13·6	11·0	8·0	2·3
September .	35·7	22·5	28·2	20·6	16·1	13·2	3·2
1965 July .	31·7	21·0	24·1	17·2	16·6	11·5	2·4
August .	23·6	13·6	19·3	14·9	11·6	8·9	2·5
September .	36·9	23·4	27·5	21·0	16·9	13·6	3·2

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (*a*)		Woven fabrics		Other products of the wool textile industry (*b*)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958 . .	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959 . .	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960 . .	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961 . .	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962 . .	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963 . .	10·71	24·00	5·32	8·47	15·94	...	0·75	32·72
1964 . .	9·60	18·79	5·52	8·03	16·81	...	1·03	32·95
1963:								
1st qtr. .	11·08	26·33	5·22	8·45	15·19	...	0·63	32·11
2nd qtr. .	12·26	28·21	5·20	8·61	15·53	...	0·63	33·62
3rd qtr. .	9·85	21·38	5·00	7·86	16·85	...	0·79	32·49
4th qtr. .	9·63	20·10	5·85	8·96	16·21	...	0·96	32·65
1964:								
1st qtr. .	10·48	21·20	5·66	8·58	15·95	...	0·97	33·07
2nd qtr. .	12·11	23·25	6·05	8·85	17·47	...	1·03	36·66
3rd qtr. .	7·60	14·74	4·92	6·96	16·64	...	1·04	30·20
4th qtr. .	8·19	15·96	5·46	7·73	17·17	...	1·07	31·89
1965:								
1st qtr. .	7·72	16·41	5·40	7·82	15·79	...	1·06	29·97
2nd qtr. .	7·09	15·87	5·00	7·54	17·32	...	1·10	30·51
3rd qtr. .	6·79	15·31	5·03	7·53	17·93	...	1·25	31·00

(*a*) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.
(*b*) Including animal hair carded or combed, felts (wholly or partly of wool), blankets, travelling rugs and other manufactures of the woollen and worsted industry. Carpets, garments, smallwares and knitted, etc., fabrics are excluded.

Orders in the textile and clothing industries

THE ESTIMATED volume of orders-on-hand in the grouped textile and clothing industries at the end of September was 4 per cent less than at the end of August. The rate of deliveries in September was at about the same level as in September 1964, but the rate of receipt of net new orders was 1 per cent less.

Changes in the monthly rate of receipt of orders should not

by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter*	127	103	98
3rd quarter*	117	86	95
1964 July	120	75	87
August	117	78	86
September	113	94	105
1965 July*	126	88	90
August*	122	77	89
September*	117	94	105

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Production in the cotton industry

THE VOLUME of production in the cotton industry in September was 2 per cent less than in September 1964.

Statistics issued by the Cotton Board show that in the nine months January-September the output of single yarn was 1 per cent less than in the corresponding months last year. The amounts of cloth woven and yarn doubled were both 2 per cent more.

(*All figures are weekly averages*)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Sales by wholesale textile houses in September

SALES BY WHOLESALE textile houses in September showed an increase of 1 per cent on a year earlier. This compares with an increase of 4 per cent for August and no change for July.

For the third quarter of 1965, as a whole, sales were 2 per cent higher in value than in the corresponding quarter last year.

The value of stocks at the end of September showed a decrease of 2 per cent on a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
3rd quarter	113	+ 2	149	—2
1964 September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1
August	102	+ 4	154	—1
September	158	+ 1	149	—2

Percentage of corresponding values for 1964

Analysis by Department

	Sales		Stocks (b)
	Sept. 1965	Jan. 1 to Sept. 30	Sept. 1965
Women's knitted outerwear, blouses and skirts	113·1	110·6	117·9
Women's coats, costumes, furs and raincoats	102·2	99·3	83·9
Women's underwear	90·7	96·3	103·6
Women's hose and children's socks	101·3	91·1	87·6
Women's millinery	105·8	104·8	98·7
Haberdashery, ribbons and wool	106·5	103·0	76·6
Children's wear	102·0	102·3	99·9
Men's and boys' shirts, pyjamas and outfitting	104·4	98·2	101·8
Gloves	81·8	88·0	84·4
Piece-goods and nets	131·6	117·0	94·4
Household textiles	101·3	98·2	98·3
Floor-covering, furniture and hardware	92·2	96·8	101·0
Grand total (a)	100·8	100·7	97·7

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Neil & Spencer Ltd., a subsidiary of the Norcros Group of Companies, has announced that export sales have increased from £374,711 in the financial year ended November 30, 1960, to an estimated figure of over £1 million for the current year. Spencer dry-cleaning machines are now being used in more than 60 countries throughout the world, supplying 25 per cent of the total world market.

In this photograph a Spencer dry cleaning machine is being hoisted into a dry cleaning factory in Portland, Oregon, in the United States.

Retailers' stocks in September

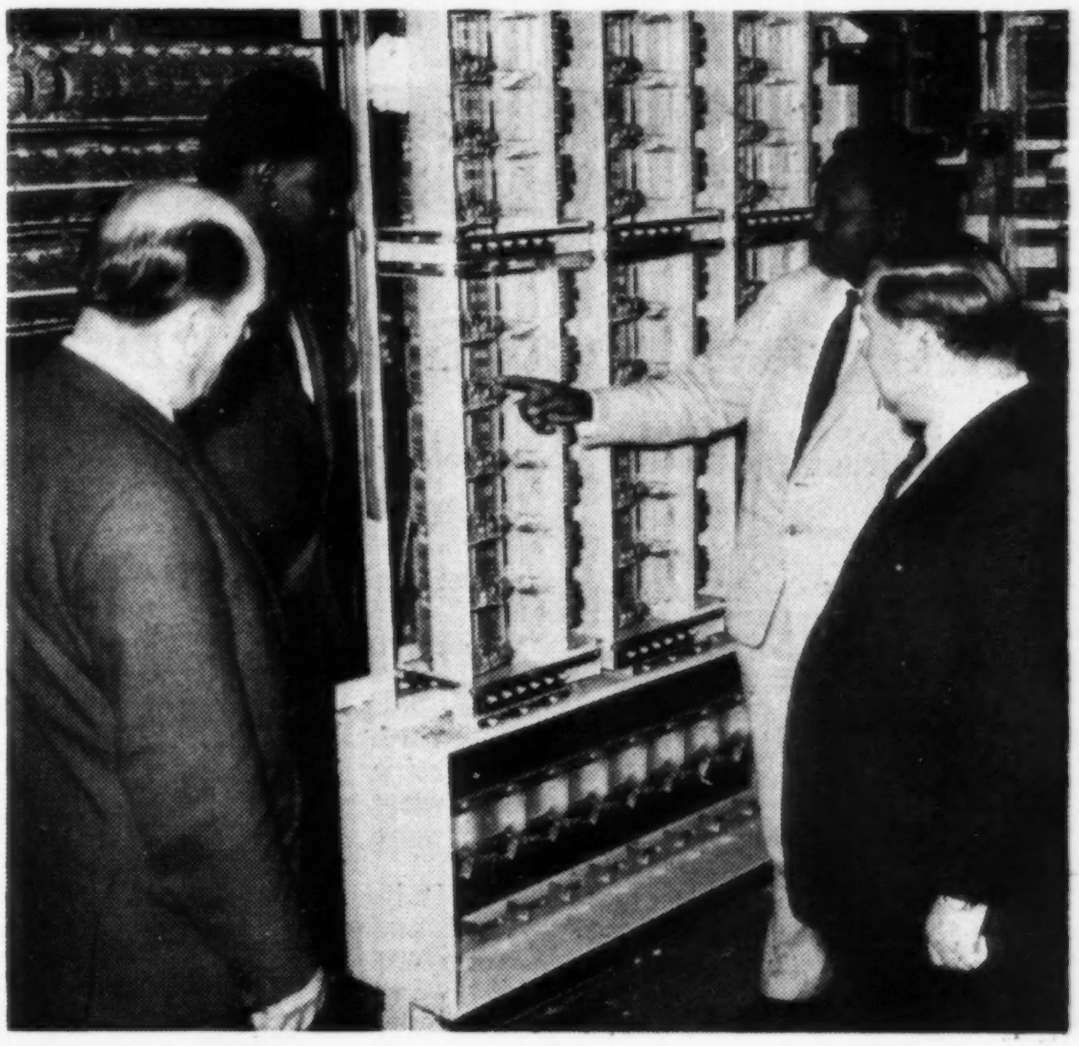
STOCKS HELD by retailers were, at the end of September, 8 per cent higher than at the end of September last year, an increase similar to that for the first half of the year. In volume terms, retailers stocks were 5 per cent higher at the end of September and during the first half of 1965.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134			
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8			
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	121	115
1965. . .	110	112	121	121	123	120	116	120	120			
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+4	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5			

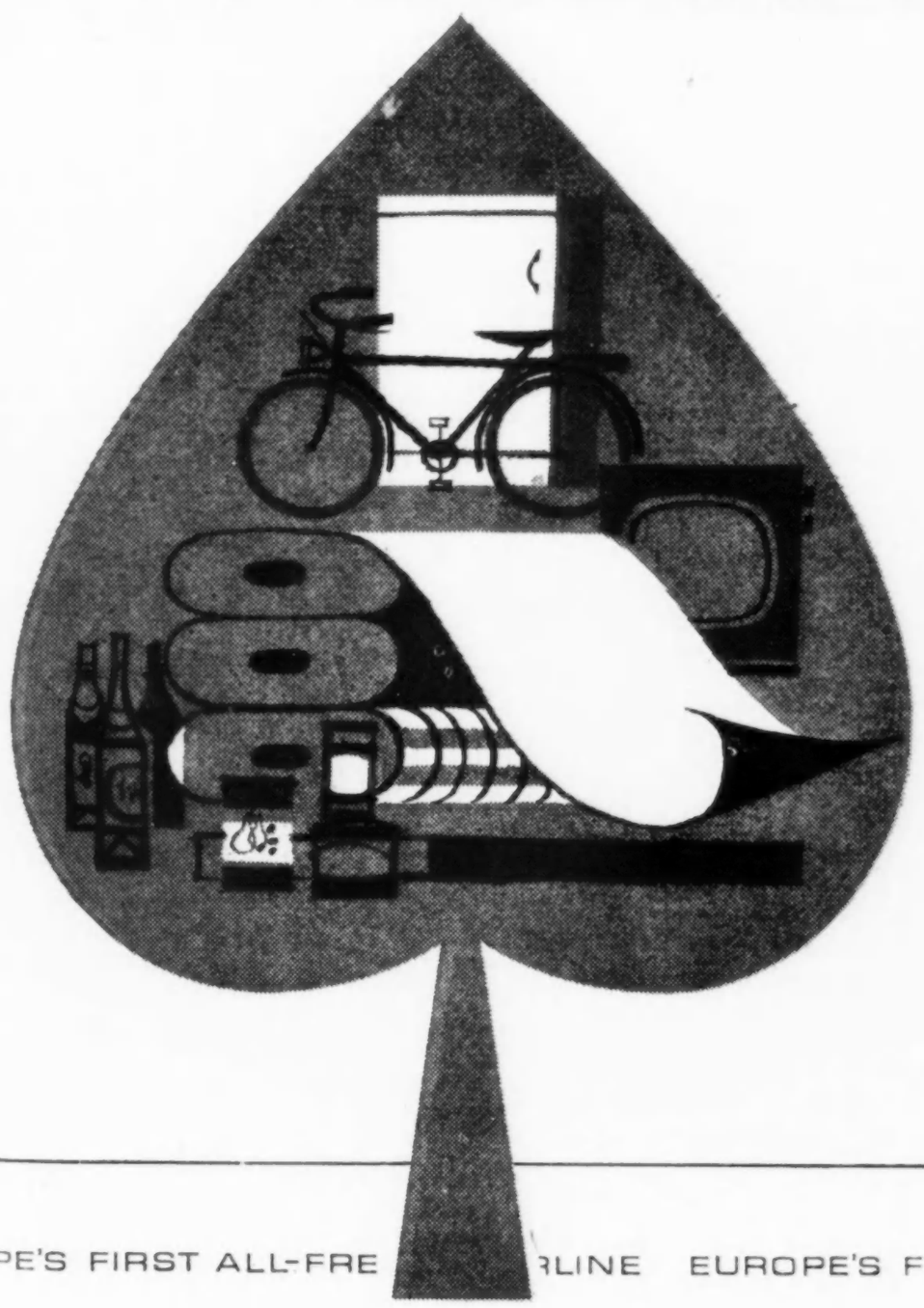
(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)



The Hon. Galgalo Godana, M.P., Assistant Minister for Communications, Works and Power, Kenya (second from right) and Mr. Eli Habwe, Assistant Postmaster General, Kenya, examining completed racks of motor uniselector equipment in the Woolwich works of AEI Telecommunications, during a recent visit.

Change of telephone number

THE BOARD OF TRADE announce that the telephone number of the Tariff Division, Dyestuffs office in Manchester is now Central 6918.



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Exhibitions and Fairs

British pavilion at Houston fair gains award

A report from the British Consulate-General's Office, Houston

BRITISH EXHIBITORS who participated at the Houston, Texas, International Trade and Travel Fair are reported to have been 'well pleased with the results of their efforts.' This year's fair was the tenth annual event and the third consecutive year at which a collective British exhibit has been organized. Attendance during the nine days was 150,000, 28 per cent more than last year. Many of the visitors were businessmen and professional buyers.

National pavilions were organized by Italy, Sweden, Finland, Japan, Nationalist China and the United Kingdom. The British Pavilion was the largest and won a Special Merit award. Apart from the attractive official stand, exhibitors at the British Pavilion ranged through Rolls-Royce aero-engines, equipment for the oil industry, cars, motorcycles, bicycles, Irish linen, cosmetics, beverages and food. The food exhibitor, Vavalon, of New York, also gained the first place in his class.

Exhibitors' comments on the results of participation which have so far been received include 'terrific response' . . . 'well worthwhile' . . . 'opened 10 new accounts' . . . 'sold nine cars off the stand'. One of the last was a $28,000 Rolls-Royce.

Beyond this success story lies a history of toil. The British Consulate-General in Houston worked for eight months in persuading the exhibitors who did participate to do so. This had to be done in most cases through their principals in New York. Over 100 were personally approached (many of them a number of times), but the response in most cases was the usual one when trying to persuade British exporters or their representatives to promote themselves in the south-west United States. Companies said that they had no promotional funds available or were too busy with other things.

Yet Texas is one of the wealthiest markets in the United States. It has not had a chance even to see many of Britain's exports that are available on the East and West coasts. Nobody would claim that exhibiting at the Houston International Fair is the most scientific method on penetrating the Texas market, but it is decidedly better than nothing. And given the amount of official assistance available, the cost is small.

It is to be hoped that more British manufacturers will wake up soon to what is happening in Texas.

A section of the British pavilion which gained a special merit award at the Houston Trade Fair.

British leather fashionwear manufacturers in the United States

A report from the British Consulate-General, New York

AN ATTRACTIVE display of British leather fashionwear was recently shown at the Hotel New Yorker when the British Leather Fashionwear Export Group (LEFEX) – comprising some of the leading firms in the leatherwear and suedewear field in Great Britain – brought their new collections to New York. A series of fashion shows given daily in the ballroom of the New Yorker attracted television and press publicity and was seen by representatives of many leading New York stores and buying houses.

The British Leather Fashionwear Show was a unique event – the first time British leather fashions had been shown collectively in the United States and the first British exhibition to be packaged into a jet airliner (a BOAC Super VC10) and flown in its entirety, complete with models, to the United States.

The collections included ladies' coats, suits, apres-ski styles, evening wear, leisurewear and sportswear and some menswear in suede and knit. The merchandise shown ranged from medium price to the couture, with every garment distinctive for the quality of its styling and workmanship.

As an exercise in export promotion the show undoubtedly achieved its primary objective – to expose British leather fashionwear to Americans and to make contact with the American market. Only a handful of the members of LEFEX have previously exported to the United States. This fashion/sales mission gave all the members an invaluable opportunity to study at first hand current trends in styles, colours and materials in the expanding United States market for leather and suede garments.

The LEFEX Group were formed only four months ago and some of the members who participated joined even more recently. The show was organized under the leadership of the group's chairman, Mr. Charles Arnold of D. Mason (Regent Street) Ltd.

Mr. Arnold said that the group have been very encouraged by the interest shown in their collections and that trade contacts formed would be followed up by visits to London by United States buyers. The group are also planning a further visit to New York next year.

Success of British fashions in US

EMPHASISING THE NEED for a greater effort by British manufacturers to sell in the United States, Lord Watkinson, chairman of the Committee for Exports to the U.S.A. said at a press conference in London on November 9, that about half the exhibition space in the British Trade Centre to be opened next year in the Rockefeller Centre in New York had been sold. The Centre is to be opened in July 1966. Lord Watkinson who had just returned from a visit to New York and Chicago reported that the fashion drive run under the auspices of the Board of Trade in the Cunard liner Queen Elizabeth was an outstanding success. The show, in which 17 British fashion houses participated, is now at New York's Plaza hotel. Orders are expected to exceed the £1 million target. Each house has quoted prices duty paid with free delivery by air.

He said that the trend of exports to the United States was encouraging, in that last quarter's figures showed an increase of about 15 per cent on the corresponding figure of last year. 'However,' he added, 'we are still buying much more from the United States than we are selling to them.' Emphasising that the group approach to the American market was the most effective particularly for small firms, Lord Watkinson said that early next year Birmingham Chamber of Commerce was sending a mission to the United States, A 'highly successful' team from the Leicester Chamber of Commerce had recently returned.

Overseas Trade Promotions 1966-67

A supplement giving classified lists of trade fairs and exhibitions appears in the centre pages of this issue. The supplement will be published at four-monthly intervals. Amendments and additions will be shown in the first issue of each intervening month.

Tercentenary of the 'London Gazette'

ON NOVEMBER 16 the 'London Gazette' – Britain's oldest surviving newspaper – celebrated its tercentenary. To mark the occasion, HM Stationery Office has arranged an exhibition in the foyer of the Mermaid Theatre, Puddle Dock, London, E.C.4, by courtesy of the Court of Governors. It was opened by Mr. N. MacDermot, Financial Secretary to the Treasury. The exhibition will be opened to members of the public from 10 a.m. to 11 p.m. on week-days until December 18.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Sweden

THE ITALIAN Minister of Foreign Trade announces that the trade agreement now in force between Italy and Sweden has been tacitly extended for a further period from November 1, 1965, to October 31, 1966. No changes to the quota lists have been notified.

Automatic licensing will continue to be extended to printing machinery and motor vehicles.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450), Ref. CRE 9708G.

Czechoslovakia and Sweden

THE CZECHOSLOVAK press reports the signature in Prague of an additional protocol to the three-year commercial agreement between Czechoslovakia and Sweden. The protocol covers trade from November 1, 1965, to October 31, 1966.

Czechoslovakia will supply Sweden with machine tools, cars and tractors, textiles, rolled material, chemicals, footwear, sports articles, malt, hops and sugar. In return Sweden will export to Czechoslovakia iron ore, cellulose, hides, ball-bearings, machinery and fish.

Inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877), quoting reference No. CRE 5097G.

Italy and Lebanon

THE Italian Minister of Foreign Trade has announced that the trade agreement between Italy and Lebanon signed in Beirut on November 4, 1955, has been tacitly renewed for a further year from September 11, 1965. The quota lists are unchanged except that for the item 'bananas' the special regulation concerning their import by the Italian State Banana Monopoly (now dissolved) has been cancelled.

The text of the Italian import quotas can be seen at Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 449, 450), quoting CRE 5806/G.

Cyprus and the Syrian Arab Republic

A TRADE AGREEMENT, signed in Nicosia on October 8, 1965, between the Governments of the Syrian Arab Republic and the Republic of Cyprus, provides for the promotion of trade and economic relations between the two countries. The agreement is initially valid for one year but will be automatically renewed unless terminated by either party.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Cameroon, Peru and Norway have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

List of British Commercial Representatives Overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* August 27.

AUSTRIA

Owing to the introduction of a code number system for postal addresses in Austria, the addresses of the British Embassy, Vienna and the British Consulate, Innsbruck will now be:-

British Embassy, Reinerstrasse 40, 1030 VIENNA.
British Consulate, Erlerstrasse 17, 6020 INNSBRUCK.
The telephone numbers remain unchanged.

BELGIUM

The address and telephone number of the British Embassy, Brussels have been changed to:-

Britannia House, 28 Rue Joseph II, BRUSSELS 4.
(Tel. 19.11.65)

FRANCE

The British Consulate-General, Lille has moved to the following address:-

60, Boulevard de la Liberté, LILLE.
The telephone numbers 57.01.77 and 57.35.49 are retained.

MACAO

The address and telephone numbers of the British Consulate are now:-

52 Avenida Republica, MACAO. (Tel. 3913 or 2978).
The P.O. Box number remains unchanged.

NETHERLANDS ANTILLES

-The British Consulate has now moved to:-
Tauber Building (Room 11), Volkstraat,
Willemstad, CURACAO.
The P.O. Box and telephone numbers remain unchanged.

Ballito Hosiery Mills Ltd., the St. Albans-based stocking manufacturers, have made inroads into the Scandinavian markets with their non-run stocking, Nylon 6, by the 'hard sell' method of staging demonstrations. Their success has been such that a Ballito demonstration will be taking place somewhere in Europe every day between now and Christmas. The photograph shows Miss Esther Cohen carrying out a demonstration in a store at Aalberg, Denmark.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(222/65) Transformer Station for Ports, Railways and Transport Department. December 14. E.S.B. 39891/65.

AUSTRALIA

Beaudesert Shire Council:
(225/65) Flow Meter. December 3. E.S.B. 40361/65.
(225/65) Flow Meter. December 3. E.S.B. 40362/65.
(221/65) Bullion Balance for Commonwealth Stores Supply and Tender Board. December 2. E.S.B. 39878/65.*
(225/65) Electrical Equipment for Dalby Town Council. December 7. E.S.B. 40363/65.
Department of Works:
(225/65) Generating Set. December 14. E.S.B. 40302/65.*
(225/65) Generating Plants. December 21. E.S.B. 40303/65.*
(221/65) Transmission Lines for Electricity Trust of South Australia. December 14. E.S.B. 39810/65.
(225/65) Water Purification Equipment for The Redland Shire Council. December 13. E.S.B. 40360/65.
The Southern Electric Authority of Queensland:
(221/65) Switchgear. December 15. E.S.B. 39840/65.
(223/65) Power Equipment. January 13, 1966. E.S.B. 40145/65.
Victorian Railways, Melbourne C.1.:
(222/65) Telecommunication Equipment. December 1. E.S.B. 4010 /65.*
(222/65) Milling Machine. December 1. E.S.B. 40102/65.*

BASUTOLAND

(221/65) Road Construction (Pre-qualification) for Ministry of Works, Communications and Transport. Apply by December 18. E.S.B. 39741/65.

BURMA

(226/65) Wire for Electrical Stores Corporation. December 13. E.S.B. 40834/65.*
People's Stores Corporation:
(221/65) Vehicle Spare Parts. December 8. E.S.B. 39862/65.*
(221/65) Vehicle Spare Parts. December 6. E.S.B. 39869/65.*
(226/65) Boiler Fittings. December 20. E.S.B. 40837/65.*
(226/65) Vehicle Spares. December 20. E.S.B. 40839/65.*
(226/65) Vehicle Spares. December 14. E.S.B. 40840/65.*
(226/65) Gas Extraction Plants for People's Oil Industry. April 30, 1966. E.S.B. 40841/65.

CEYLON

Ceylon Transport Board:
(222/65) Hard Board. (Further Information.) Tender documents now available. E.S.B. 39415/65.*
(222/65) Pine Boards. (Further Information.) Tender documents now available. E.S.B. 39416/65.*
(225/65) Scouring Powder; Steel Cabinets and Cupboards; Batteries for Government Stores Department. December 14. E.S.B. 40188/65.
Ministry of Health:
(224/65) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 38501/65.*
(224/65) Cardiac Catheterization Units. (Further Information.) Tender documents now available. E.S.B. 39435/65.*
Ministry of Land, Irrigation and Power:
(225/65) Transmission and Distribution Scheme. Postponed to February 15, 1966. (Further Information.) E.S.B. 31671/65.*
(225/65) Cable. December 14. E.S.B. 40189/65.*
(226/65) Bottles for River Valleys Development Board. December 10. E.S.B. 40815/65.*

COLOMBIA

(224/65) Transmission Lines for El Instituto de Aprovechamiento de Aguas y Fomento Electrico. (Further Information.) E.S.B. 30607/65.*
Ferrocarriles Nacionales de Colombia:
(225/65) Balancing Machines. December 6. E.S.B. 40320/65.*
(225/65) Railway Equipment. December 5. E.S.B. 40321/65.*
(225/65) Automatic Jacks. December 6. E.S.B. 40322/65.*
(225/65) Cranes and Hoists. December 5. E.S.B. 40323/65.*
(225/65) Foundry Equipment. December 5. E.S.B. 40324/65.*
(225/65) Lathes. December 13. E.S.B. 40325/65.*

COSTA RICA

La Proveeduria Nacional:
(225/65) Road Construction. (Further Information.) Closing date postponed to November 30. E.S.B. 36669/65.*
(225/65) Road Construction. (Further Information.) Closing date postponed to November 30. E.S.B. 36670/65.*

CYPRUS

(225/65) Sterilizer for Ministry of Health. December 4. E.S.B. 40526/65.*

DENMARK

(225/65) Vehicles for Headquarters Allied Forces Baltic Approaches. December 15. E.S.B. 40334/65.*

FORMOSA

Central Trust of China:
(224/65) Radio/Telephone Terminal. December 7. E.S.B. 40170/65.*
(224/65) Tube Expanders with accessories. December 1. E.S.B. 40177/65.*
(224/65) Valves. December 7. E.S.B. 40178/65.*
(224/65) Boiler Tubes. December 7. E.S.B. 40179/65.*
(224/65) Oxygen Compressor. December 6. E.S.B. 40181/65.*
(224/65) Machinery Parts. December 6. E.S.B. 40182/65.*
(225/65) Winch Trucks. December 6. E.S.B. 40172/65.*
(225/65) Fuse Cutouts. December 2. E.S.B. 40333/65.*
(225/65) Alloy Ingots. December 7. E.S.B. 40330/65.*

The director-general of the telephone organization of Thailand, General Patcherin (right), accompanied by two senior officials of the organization visited the main telephone works of GEC (Telecommunications) Ltd. in Coventry recently. During their stay, the visitors had discussions with directors and divisional managers and toured the factory and laboratories to see the latest developments in telecommunications equipment. The photograph shows the visitors in the radio rack assembly shop with Mr. G. W. S. Griffith, manager of the Transmission Division (second right), who is explaining to General Patcherin the principal features of GEC's new all-semi-conductored UHF microwave radio equipment.

(225/65) Analog Simulator. December 10. E.S.B. 40328/65
(225/65) Troposcatter Link Project. December 17. E.S.B. 40329/65.*

FRANCE

North Atlantic Treaty Organization, Paris:
(225/65) Envelopes. December 10. E.S.B. 40366/65.*
(225/65) Stationery. December 10. E.S.B. 40365/65.*
(224/65) Toilet Rolls for SHAPE, Paris. December 9. E.S.B. 40195/65.*

GREECE

(224/65) Railway Wagon Tyres for Hellenic State Railways. December 7. Tender documents without drawings available. E.S.B. 40193/65.*

HONG KONG

(225/65) P.V.C. Sheeting for Government Stores Department. December 17. E.S.B. 40304/65.*

INDIA

Beas Purchase Organization:
(225/65) Floodlights. January 12, 1966. E.S.B. 40377/65.*
(225/65) Lightning Arresters. January 19, 1966. E.S.B. 40378/65.*
(226/65) Pumps for Bhakra Dam Project. December 20. E.S.B. 40379/65.
(222/65) Marine Soundings and Probings for Bombay Port Trust. November 16. E.S.B. 40104/65.
(226/65) Machine Tools for Directorate-General of Supplies and Disposals. (Further Information.) E.S.B. 38440/65.*
(226/65) Dam Construction for Government of Mysore, Public Works Department. Closing date not known. E.S.B. 40386/65.
Gujarat Electricity Board:
(222/65) Transformers. December 14. E.S.B. 40109/65.
(222/65) Transformers. December 14. E.S.B. 40109/

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2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

(223/65) Transmission Line Towers Etc. (Further Information.) No foreign exchange will be available for this project. E.S.B. 38564/65.*
(224/65) Machine Tools; Vacuum Cleaners for Hindustan Aeronautics Ltd. (Further Information.) Tender documents now available. E.S.B. 37132/65.*
Indian Telephone Industries Ltd.:
(225/65) Cables. (Further Information.) Tender documents now available. E.S.B. 38832/65.*
(225/65) Button Dies. December 27. E.S.B. 40385/65.*
(226/65) Steel Sheets. (Further Information.) Tender documents now available. E.S.B. 38437/65.*
(222/65) Dam Construction for Karwand and Malangaon Project Division. December 24. E.S.B. 40107/65.
(225/65) K.W.H. Meters for Kerala State Electricity Board. (Further Information.) No foreign exchange is available for this tender. E.S.B. 38845/65.
(226/65) Sluice Gates, Hoists, etc. for Madras State Electricity Board. December 8. E.S.B. 40384/65.
Ministry of Railways (Railways Board):
(225/65) Steel. December 13. E.S.B. 40807/65.
(225/65) Steel. December 18. E.S.B. 40808/65.
(225/65) Steel. December 24. E.S.B. 40809/65.
(225/65) Steel. January 5, 1966. E.S.B. 40810/65.
(225/65) Steel. January 10, 1966. E.S.B. 40811/65.
(225/65) Steel. January 13, 1966. E.S.B. 40812/65.
(223/65) Dam Construction for Panset Dam Division. December 16. E.S.B. 40108/65.
Punjab State Electricity Board:
(225/65) Circuit Breakers. December 7. E.S.B. 40803/65.
(225/65) Transformers. December 20. E.S.B. 40804/65.
(225/65) Circuit Breakers. January 5, 1966. E.S.B. 40805/65.
(225/65) Steel Poles. December 6. E.S.B. 40806/65.

IRAN

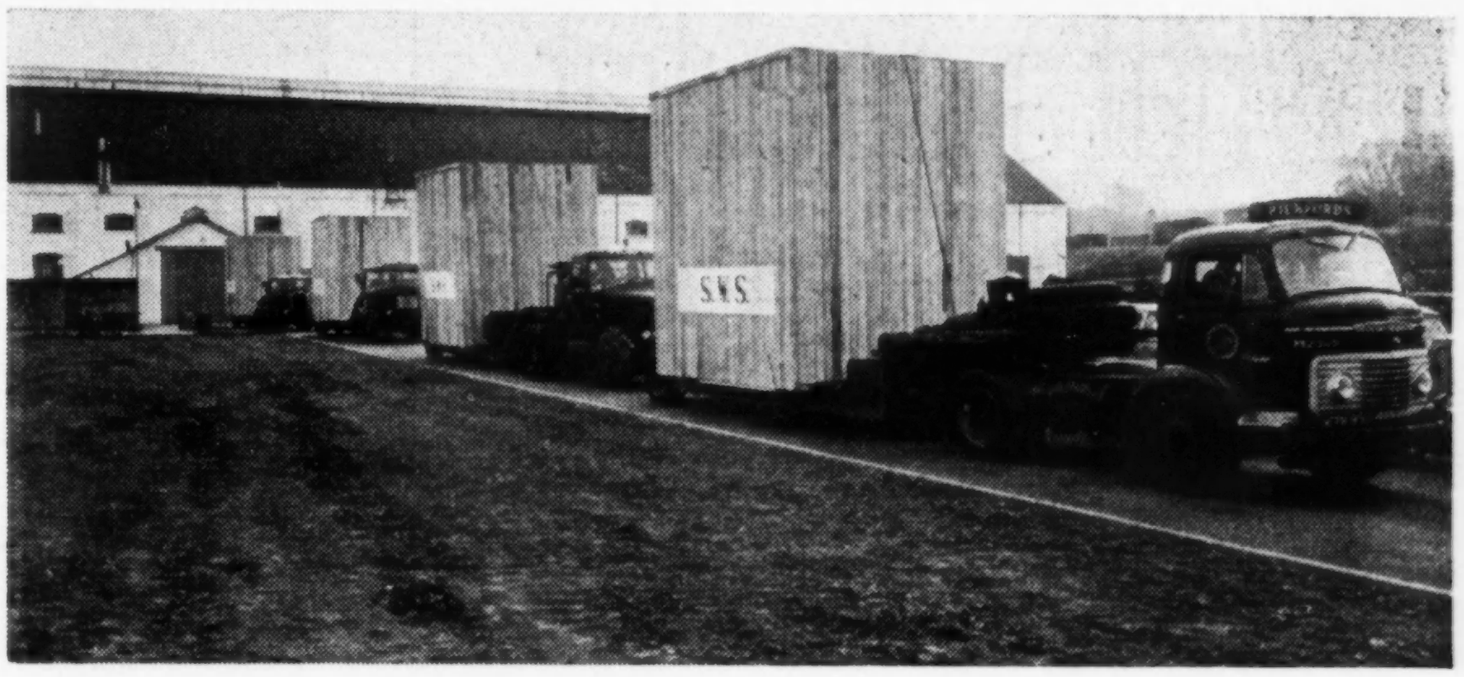
Iranian Tobacco Monopoly:
(223/65) Laundry Machine. January 8, 1966. E.S.B. 40138/65.*
(223/65) Cardboard and Paper. January 10, 1966. Tender documents and samples of cardboard and paper required are available. E.S.B. 40144/65.*

IRAQ

Central Foreign Purchasing Board:
(224/65) Battery Charging Sets. (Further Information.) Tender documents now available. E.S.B. 39162/65.*
(224/65) Sprayers. (Further Information.) Tender documents now available. E.S.B. 39165/65.*
(224/65) Foundry Materials. (Further Information.) Tender documents now available. E.S.B. 39166/65.*
(224/65) Protective Clothing. (Further Information.) Tender documents now available. E.S.B. 39167/65.*
(224/65) Radio Equipment. (Further Information.) Tender documents now available. E.S.B. 39168/65.*
(224/65) Radio Equipment. (Further Information.) Tender documents now available. E.S.B. 39169/65.*
Government Oil Refineries Administration:
(224/65) Crane. (Further Information.) Tender documents now available. E.S.B. 39160/65.*
(224/65) Steel Sheets. (Further Information.) Tender documents now available. E.S.B. 39161/65.*
(224/65) Paint. December 21. E.S.B. 40163/65.*
Ministry of Defence:
(223/65) Water, Irrigation and Sewerage Systems. January 12, 1966. E.S.B. 40103/65.
(224/65) Distilled Water. December 25. E.S.B. 40166/65.
(224/65) Spare Parts for Receiver. (Re-issue of Tender.) Closing date now December 28. E.S.B. 22146/65.*
(224/65) Crane for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 39164/65.*
(223/65) Well Rigs for Ministry of Municipal and Rural Affairs. December 26. E.S.B. 40165/65.
(221/65) Telephone Exchange Units for Posts, Telegraphs and Telephones Administration. December 26. E.S.B. 39882/65.

KENYA

City Council of Nairobi:
(225/65) Street Lighting Equipment. December 6. E.S.B. 40367/65.
(225/65) Electric Lamps. December 6. E.S.B. 40368/65.
(225/65) Street Lighting Lanterns. December 6. E.S.B. 40369/65.
(225/65) Control Gear. December 6. E.S.B. 40370/65.
(225/65) Street Lighting Columns. December 6. E.S.B. 40371/65.
(225/65) Street Lighting Columns. December 6. E.S.B. 40372/65.
(225/65) Electric Cable. December 6. E.S.B. 40373/65.
(225/65) Pipes and Specials. December 6. E.S.B. 40197/65.*
(223/65) Steel Rail; Terminal Section for Municipal Council of Mombasa. December 7. E.S.B. 40137/65.



The final sections of a 66 kV Package Station, designed and manufactured by South Wales Switchgear Ltd., leaving the company's Caerphilly factory on the first stage of its journey to Hong Kong, where it will play an important part in the Crown Colony's electricity supply system.

LIBYA

(226/65) Construction Project for Public Works Department. December 20. E.S.B. 40826/65.

MALAYSIA

(222/65) Telecommunication Equipment for Directorate-General of Telecommunications. December 15. E.S.B. 39893/65.

NEW ZEALAND

Bay of Plenty Electric Power Board:
(225/65) Transformers. December 20. E.S.B. 40305/65.*
(225/65) Circuit Breakers. December 20. E.S.B. 40309/65.*
Ministry of Works:
(224/65) Construction of Tunnels. (Further Information.) Tender documents now available. E.S.B. 37406/65.*
(225/65) Towels and Towelling. December 10. E.S.B. 40313/65.*
(225/65) Switchgear for Municipal Electricity Department. January 13, 1966. E.S.B. 40319/65.*

PAKISTAN

Pakistan Western Railway:
(222/65) Workshop Machinery and Plant. December 21. E.S.B. 40111/65.
(225/65) Railway Wagon Parts. December 16. E.S.B. 40816/65.

RHODESIA

Government Tender Board:
(221/65) Axes. December 2. E.S.B. 39848/65.*
(226/65) Mattocks. December 9. E.S.B. 40387/65.*
(221/65) Railway Wagons for Rhodesia Railways. January 5, 1966. E.S.B. 39849/65.*

SAUDI ARABIA

(224/65) Hospital Furnishings for Ministry of Health. December 13. E.S.B. 40160/65.

SOUTH AFRICA

(223/65) Felt for Cape Provincial Tender Board. December 10. E.S.B. 40143/65.*
(221/65) Transformers for City of Durban Electricity Department. (Further Information.) Closing date postponed to December 10. E.S.B. 36689/65.*
South African Railways:
(224/65) Railway Saloons. February 25, 1966. Tender documents now available. E.S.B. 40169/65.
(225/65) Passenger Vehicles. December 10. E.S.B. 40307/65.
(225/65) Hydraulic Press. December 17. E.S.B. 40306/65.*
State Tender Board:
(225/65) Insulated Staples. December 6. E.S.B. 40348/65.*
(225/65) Concrete Breakers. December 7. E.S.B. 40351/65.*
(225/65) Trailers. December 8. E.S.B. 40352/65.*
(225/65) Laboratory Apparatus. December 2. E.S.B. 40356/65.*
(225/65) Plastic Saddles. December 6. E.S.B. 40349/65.*
(225/65) Cable. December 7. E.S.B. 40350/65.*
(225/65) Sluice Gates. December 2. E.S.B. 40354/65.*
(225/65) Drills. December 2. E.S.B. 40353/65.
(225/65) Centrifuge Parts. December 2. E.S.B. 40357/65.*
(225/65) Stereoscope. December 2. E.S.B. 40355/65.*
(225/65) Radio Equipment. December 6. E.S.B. 40342/65.*

SPAIN

(225/65) Railway Wagons for Direccion de Estadios y Planificacion. December 20. E.S.B. 40376/65.*

SUDAN

(222/65) Stationery for Director, Department of Stores and Equipment. December 4. E.S.B. 39885/65.*
(226/65) Steel for Ministry of Works. December 1. E.S.B. 40391/65.*

TANZANIA

(226/65) Paper for Central Tender Board. December 3. E.S.B. 40388/65.

THAILAND

(223/65) Rolling Stock for State Railway of Thailand. (Further Information.) Tender documents and drawings now available. E.S.B. 39122/65.*

TUNISIA

(223/65) Yeast Production for Société Nationale D'Investissement. January 31, 1966. Tender documents (in French) available. E.S.B. 40135/65.*

UNITED STATES OF AMERICA

(225/65) Switchboards and Electrical Equipment for U.S. Army Corps of Engineers. December 14. E.S.B. 40311/65.*

URUGUAY

(222/65) Penicillin for Ministerio de Salud Publica. December 7. E.S.B. 39900/65.

VIETNAM

(225/65) X-ray Equipment for Central Purchasing Authority. December 1. Tender documents specification (in French) available. E.S.B. 40310/65.*

ZAMBIA

(222/65) Jerrycans for Central Supply and Tender Board. December 3. E.S.B. 39846/65.*
(221/65) Pharmaceuticals for Ministry of Health. December 3. E.S.B. 39845/65.*

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The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(221/65) Agency inquiry for tools and associated lines. E.S.B. 38983/65.
(224/65) Agency inquiry for textiles. E.S.B. 40474/65.
(225/65) Agency inquiry for self tapping screws. E.S.B. 34447/65.
(221/65) Inquiry for hydraulic presses and related equipment. E.S.B. 38962/65.
(223/65) Manufacture under licence – adhesives; chemicals; compounds and coatings; resins. E.S.B. 39746/65.

Bahrain
(225/65) Inquiry for beer; liqueurs; spirits; wines. E.S.B. 40604/65.

Barbados
(225/65) Agency inquiry for confectionery. E.S.B. 40466/65.
(225/65) Agency inquiry for sports goods; sportswear. E.S.B. 40494/65.

Belgium
(225/65) Agency inquiry for transformers. 40539/65.

Brazil
(221/65) Inquiry for cashmere yarns. E.S.B. 39709/65.

Canada
(225/65) Agency inquiry for giftwares; housewares; toys. E.S.B. 40535/65.
(226/65) Agency inquiry for fancy biscuits; specialty food items. E.S.B. 40671/65.
(226/65) Agency inquiry for knitted sportswear. E.S.B. 40721/65.
(223/65) Inquiry for hospital equipment. E.S.B. 39026/65.
(224/65) Inquiry for dry battery cases. E.S.B. 35879/65.

Costa Rica
(221/65) Agency inquiry for decorative gift articles. E.S.B. 39976/65.
(222/65) Agency inquiry for beer. E.S.B. 27058/64.
(226/65) Inquiry for gear-motors. E.S.B. 40668/65.

Ethiopia
(221/65) Agency inquiry for camping and gardening equipment; torches. E.S.B. 39530/65.
(224/65) Inquiry for equipment for the oilseeds and fish industries. E.S.B. 40422/65.

Finland
(221/65) Agency inquiry for laundry equipment. E.S.B. 39926/65.
(221/65) Agency inquiry for measuring and laboratory instruments. E.S.B. 39779/65.
(226/65) Agency inquiry for knitwear; piece-goods. E.S.B. 40616/65.
(225/65) Inquiry for coat designs. E.S.B. 39519/65.

France
(223/65) Agency inquiry for equipment for the food, chemical and pharmaceutical industries. E.S.B. 40216/65.
(221/65) Inquiry for actuators; transducers. E.S.B. 36862/65.
(223/65) Manufacture under licence – machinery and parts. E.S.B. 40237/65.
(224/65) British Week – Lyon.

Germany, Federal Republic of
(224/65) Agency inquiry for chamois leather. E.S.B. 40475/65.
(225/65) Inquiry for blood albumine. E.S.B. 40460/65.
(225/65) Inquiry for boiler stone removal agents. E.S.B. 39022/65.
(225/65) Inquiry for profiles. E.S.B. 40450/65.
(225/65) Inquiry for P.V.C. products. E.S.B. 39940/65.
(226/65) Import opportunity – tulips and narcissi (fresh cut.) C.R.E. 66/65.
(226/65) Import opportunity – flowers. C.R.E. 66/65.

Ghana
(226/65) Inquiry for composite ration packs. E.S.B. 40374/65.

Greece
(223/65) Agency inquiry for alcoholic beverages; baby foods; foodstuffs etc. E.S.B. 40254/65.

Hong Kong
(226/65) Agency inquiry for furnishing fabrics. E.S.B. 40498/65.
(221/65) Inquiry for miscellaneous imports. E.S.B. 39764/65.

India
(222/65) Industrial Development. E.S.B. 39509/65.

Iraq
(224/65) Agency inquiry for piece-goods. E.S.B. 36795/65.
(226/65) Agency inquiry for centrifugal pumps. E.S.B. 40693/65.
(226/65) Agency inquiry for sanitary ware and fixtures. E.S.B. 40589/65.
(221/65) Inquiry for clothing; electrical goods; iron and steel products. E.S.B. 13906/65.

Israel
(222/65) Agency inquiry for closed circuit television. E.S.B. 40242/65.

Italy
(225/65) Agency inquiry for Harris tweed; knitwear and hosiery. E.S.B. 40497/65.
(225/65) Inquiry for electric cables. E.S.B. 3307/64.
(226/65) Inquiry for reproduction furniture. E.S.B. 40563/65.

Italy/Lebanon
(225/65) Trade Agreement. C.R.E. 5806/G.

Jamaica
(225/65) Agency inquiry for hardware items; piece-goods; suitings. E.S.B. 40572/65.
(225/65) Agency inquiry for textiles. E.S.B. 40599/65.
(223/65) Inquiry for door locks. E.S.B. 40252/65.

Japan
(224/65) Inquiry for clocks; novelties and sundries. E.S.B. 40455/65.
(224/65) Inquiry for hardware. E.S.B. 39754/65.
(225/65) Inquiry for printing, graphic arts and photographic supplies. E.S.B. 40499/65.

Lebanon
(223/65) Inquiry in respect of tourist complex – further information. E.S.B. 35043/65.

Mexico
(221/65) Manufacture under licence – flexible shafts. E.S.B. 39924/65.
(225/65) Possibilities for Industrial Promotion. C.R.E. 14676/G.

Netherlands
(221/65) Agency inquiry for iron sheets. E.S.B. 39941/65.
(226/65) Agency inquiry for petrol and diesel engines. E.S.B. 40580/65.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

New Zealand
(221/65) Agency inquiry for artists' colours; painters' cutlery; sheet glass handling equipment. E.S.B. 39917/65.
(224/65) Agency inquiry for phthalic anhydride. E.S.B. 40436/65.
(225/65) Agency inquiry for woollens. E.S.B. 40483/65.

Nigeria
(224/65) Agency inquiry for shirts. E.S.B. 27385/65.
(221/65) Inquiry for electric light fittings. E.S.B. 39919/65.

Philippines, Republic of the
(221/65) Inquiry in respect of cement plant; fertilizer plant. E.S.B. 39993/65.

Saudi Arabia
(224/65) Inquiry for fish processing and canning plant. E.S.B. 40297/65.

South Africa
(225/65) Agency inquiry for cloth. E.S.B. 21478/65.
(225/65) Agency inquiry for homoeopathic drugs and remedies; vitamins and minerals. E.S.B. 31106/65.
(225/65) Manufacture under licence – industrial chemicals. E.S.B. 31234/65.

Switzerland
(226/65) Agency inquiry for department store goods. E.S.B. 40561/65.
(222/65) Inquiry for dresses. E.S.B. 37707/65.
(224/65) Market report on caravans. E.S.B. 37950/65.

Syrian Arab Republic
(223/65) Agency inquiry for automobile accessories; car washing equipment; cycle and refrigerator motors; motor cycles and scooters; batteries. E.S.B. 40018/65.

Turkey
(223/65) Inquiry for compost plant; cottonseed plant; fire brigade ladder; livestock; machinery. E.S.B. 38948/65.
(226/65) Inquiry for tape. E.S.B. 21567/64.

Uganda
(224/65) Inquiry for copying machines. E.S.B. 40461/65.
(225/65) Inquiry for pianos; radios; recording and pressing equipment. E.S.B. 40427/65.

U.A.R. (Egypt)
(224/65) Inquiry for crane; trailer. E.S.B. 39985/65.

United States of America
(221/65) Inquiry for pictures; stationery. E.S.B. 28192/64.
(224/65) Inquiry for antique clocks; furniture and street lamps. E.S.B. 39760/65.
(224/65) Inquiry for brass and pewter ware; china and glass; fabrics; foodstuffs. E.S.B. 39714/65.
(224/65) Manufacture under licence in Britain – domestic laundry equipment. E.S.B. 36765/65.
(224/65) Manufacture under licence in Britain – mobile tables. E.S.B. 36765/65.
(225/65) Inquiry for chemicals. E.S.B. 40623/65.
(225/65) Inquiry for materials handling equipment. E.S.B. 38269/65.
(225/65) Inquiry for men's soft caps. E.S.B. 40447/65.
(225/65) Inquiry for mohair cloth; poncho capes. E.S.B. 40467/65.
(226/65) Inquiry for cellulose wrapping paper. E.S.B. 40665/65.
(226/65) Inquiry for fabrics. E.S.B. 40612/65.
(227/65) Manufacture under licence – enamel coatings for coils.

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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MOROCCO

Customs tariff modifications

LAST WEEK'S *Board of Trade Journal* referred to the fact that the Moroccan *Bulletin Officiel* of October 27 published details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates, which came into effect as from November 1, are as follows:

Table 1 (List of Products for which the Tariff Classification has not been modified)

Tariff No.	New tariffs	
	General	Working
01-01-A-3 a	25	10
03-02	180	120
03-03-B-1-b	180	120
04-04-A	100	50
04-04-B to F	100	70
07-01-A-2	30	15
07-01-B to D	150	100
07-01-E	225	150
07-01-F to H	150	100
08-01-C and D	180	120
08-05	180	120
08-06	180	120
08-12	180	120
09-01-A	50	15
09-01-B	150	100
09-05	100	60
09-06	50	30
09-07	50	30
09-08	50	30
09-09	50	30
09-10	50	30
13-01-A	50	30
16-01	180	120
16-02	180	120
16-03	180	120
16-04-A and B	180	120
16-05	180	120
17-04	180	120
18-06-A to C	180	120
19-08-A to C	150	100
20-01	150	100
20-02-A	150	100
20-02-B	180	120
20-03	180	120
20-04	180	120
20-05	180	120
20-06-A and B	180	120
20-07	180	120
21-01-A	50	30
21-01-B	120	80
21-02	120	80
21-03-A and B	120	80
21-04	120	80
21-05	120	80
21-07-A to C	120	80
22-03-A	180	120
22-03-B	180	50
22-05-A-1 and 2	150	100
22-05-B	225	150
22-05-C	120	60
22-06	225	150
22-07-A and B	150	100
22-09-A	150	100
22-09-B-1 and 2	225	150
22-09-C and D	225	150
22-09-E	150	100
30-04-B-1	60	25
33-06-A and B	225	150
34-01-A and B	120	80
34-01-C	40	25
34-01-D	120	80
34-02-B-1	120	80
34-02-C-1	120	80
34-05	120	80
39-02-D-1	80	50
39-02-D-2	80	50
39-02-E-1-a	80	50
39-02-E-1-b	80	50
39-02-E-1-c	80	Ex
39-02-E-2-a	80	Ex
39-02-E-2-b	80	Ex
39-02-E-2-c	80	50
39-02-E-2-d	80	15
39-02-E-2-e	80	50
39-02-E-3-a	80	Ex
39-02-E-3-b	80	Ex
39-02-E-3-c	80	Ex
39-02-E-3-d	80	Ex
39-02-E-3-e	80	50
39-07-A to C	80	50
40-06-A	40	15
40-06-B	40	25
40-08-A-1	40	25
40-08-A-2	40	20
40-08-B-1	40	25
40-08-B-2	40	20
40-11-A	60	20
40-11-B	60	40
40-11-C-1	60	10
42-02	180	120
42-03-B	150	100
48-12	50	30
48-18-A and B	120	75
50-09	150	100
50-10	150	100
51-01-A and B	40	10
51-04-C-I-a	100	40
51-04-C-I-b	100	45
51-04-C-II-a	100	40
52-02	180	120
53-06-A	40	20
53-06-B	40	25
53-09-A	40	17·5
53-09-B	40	17·5
53-11-B-1 and 2	120	75
53-12	100	40
54-05	100	60
55-04-A	50	25
55-04-B	50	30
55-07	100	70
55-08	100	55
55-09-B-1	100	50
55-09-B-2	100	55
56-05-A-1	50	25
56-05-A-2	50	30
56-05-B-1	50	25
56-05-B-2	50	30
56-07-C-1-a and b	120	75
56-07-C-II-a	120	65
56-07-C-II-b-1	120	50
56-07-C-II-b-2	120	55
58-01	225	150
58-02	225	150
58-03	225	150
58-10-A and B	120	80
59-08	80	55
59-09	80	55
59-13-A-1	50	35
59-13-A-2	50	30
59-13-B	50	20
60-01-B	100	60
60-04-A and B	120	80
60-05-A to C	120	80
61-01-A and B	120	80
61-02-A and B	120	80
61-03-A and B	120	80
61-04-A and B	120	80
61-05-A and B	120	80
61-06-A and B	120	80
61-07	120	80
61-08	120	80
61-09	120	80
62-01-A and B	120	80
62-02-A and B	120	80
63-01	300	200
64-02	150	100
66-01-A and B	150	100
67-02	120	50
68-02-A and B	120	80
69-07	100	60
69-08	100	60
69-11	120	80
69-12-A	100	50
69-12-B	100	60
69-13	180	120
70-01-A and B	40	25
70-05-A and B	40	25
70-06-A and B	40	25
70-07	40	25
70-09-A	100	50
70-09-B	100	60
70-10-A-1	40	25
70-10-A-2	150	100
70-10-A-3-a	120	80
70-10-A-3-b	120	80
70-10-B-1	150	100
70-10-B-2-a	120	80
70-10-B-2-b	120	80

Tariff No.	New tariffs	
	General	Working
99-03	80	50
99-04	80	50
99-05	80	50
99-06	80	50

Table 2 (Products for which the Tariff Classification has been modified)

Tariff No.	Description	Tariffs	
		General	Working
01-02-A-1	Pure-bred animals, for breeding purposes	10	Exempt
01-02-A-2	Milch cows	10	Exempt
01-02-A-3	Fighting bulls, imported for a special bull-fighting event and taken directly to the pens under a Customs permit to be discharged by the Customs Authorities at the destination	25	10
01-06-B-1	Camelidae	25	Exempt
01-06-B-2	Pigeons for shooting, imported for a particular competitive public event and taken directly to their destination under a Customs permit to be discharged by the Customs Authorities at the destination where the event takes place	25	10
09-04	Pepper of the genus *Piper*; pimento of the genus *Capsicum* or the genus *Pimenta:*		
	A. Pepper	60	30
	B. Pimento	80	60
40-04	Waste, paring and powder, of unhardened rubber; scrap of unhardened rubber, fit only for the recovery of the rubber:		
	A. Waste and paring of unhardened rubber	20	5
	B. Scrap of unhardened rubber, fit only for the recovery of the rubber:		
	I. Scrap of old tyres having undergone abroad:		
	(a) Remoulding (i.e. where the tread has been removed)	20	5
	(b) Cutting into separate pieces	20	5
	(c) Debeading (where the superficial cutting has not affected the wiring or beading)	100	60
	(d) Other treatment	100	60
	II. Scrap of all other types	20	5
	III. Unhardened rubber	20	5
51-04-C-II-b	Other	100	45
55-50	Cotton yarn, not put up for retail sale:		
	A. Unbleached, scoured or bleached	40	20

(Continued on next page)

Tariff No.	New tariffs	
	General	Working
70-13-A	80	50
70-13-B	225	150
70-13-C-1-a	120	80
70-13-C-1-b	120	80
70-13-C-2	180	120
70-14-A-1	180	120
70-14-A-2-a	120	80
70-14-A-2-b	120	80
70-19	120	80
73-38-A-1 to 4	100	60
73-38-B-1 and 2	100	50
74-18-A and B	100	60
74-18-C	100	50
76-15	100	60
82-01	30	20
83-07-A-1	60	40
83-07-A-2	60	40
83-07-B	60	40
83-07-D-1 and 2	60	40
84-15-A-1a and b	120	60
84-19-A	50	30
84-22-A	30	10
84-22-B	30	15
84-40-A	50	30
85-12-C	100	70
85-12-D	100	30
85-12-E	100	50
90-07-A-II-b	80	35
90-07-A-III-c	80	35
90-07-B-I and II	80	35
91-01-A and B	100	60
91-02-A and B	100	60
91-04-A and B	100	60
91-07	100	60
91-08-A and B	100	60
91-09-A-1 to 3	100	60
91-09-B-1	100	10
91-09-B-2	100	60
91-10-A	100	60
91-10-B-I	100	20
91-10-B-2	100	60
95-01-A-B	80	50
95-02-A-B	80	50
95-03-A-B	80	50
95-04-A-B	80	50
95-05-A-B	80	50
95-06-A-B	80	50
95-07-A-B	80	50
95-08-A and B	80	50
96-01	80	50
96-02-A	80	30
96-02-B	80	50
96-03	80	50
97-03-A and B	100	60
98-08	60	40
99-01	80	50
99-02	80	50

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MOROCCO, *continued*

Tariff No.	Description	Tariffs	
		General	Working
	B. Otherwise put up	40	25
58-04	Woven pile fabrics and chenille fabrics, other than fabrics of heading Nos. 55-08 and 58-05:		
	A. Of silk, waste silk other than noil, noil silk, metallized yarn falling within heading No. No. 52-01 or metal thread	150	100
	B. Of cotton:		
	I. Velvet:		
	(a) Weighing more than 350 grammes per square metre	100	60
	(b) Other	120	80
	II. Other	120	80
	(c) Other	120	80
63-02	Used or new rags, scrap twine, cordage, rope and cables and worn out articles of twine, cordage, rope or cables:		
	A. For recovery of the fibres by unravelling for re-use in the textile industry, imported by industrial concerns and taken directly to their factories, evidence of use being subsequently required by production of the concerns' accounts	50	2·5
	B. For manufacturing paper or artificial plastics materials under the same conditions applying to the articles of heading No. 63-02 A	50	2·5
	C. For industrial treatment, under the same conditions applying to the articles of heading No. 63-02 A	50	2·5
	D. For industrial treatment, imported by third parties as previously agreed orders for industrial concerns and taken directly to the warehouses of the latter under a Customs permit to be discharged by the Customs Authorities at the destination	50	2·5
	E. Other	300	200
85-07	Shavers and hair clippers with self-contained electric motor:		
	A. Shavers, presented:		
	I. Assembled	120	70
	II. Unassembled:		
	(a) In SKD form	120	65
	(b) In CKD form	120	50
	B. Hair clippers	60	30
	C. Spare parts not elsewhere specified:		
	I. For shavers	120	50
	II. For hair clippers	60	30
85-15	Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:		
	A. Radiotelegraphic and radiotelephonic transmission and reception apparatus and television transmission and reception apparatus (including those incorporating gramophones) and television cameras:		
	I. Transmitters and transmitter-receivers	80	25
	II. Reception apparatus whether or not incorporating sound recorders or reproducers:		
	(a) Radiotelephonic or radiotelegraphic	80	25
	(b) Radio receivers; television receivers, whether or not incorporating a radio receiver, presented:		
	1. Assembled, whether or not complete	80	50
	2. Unassembled:		
	(m) In SKD form (comprising assembly of parts of the apparatus)	80	45
	(n) In CKD form (not comprising assembly of parts of the apparatus)	80	10
	III. Television cameras	80	25
	B. Radio navigational aid apparatus, radar apparatus and radio remote control apparatus	80	25
	C. Equipment and spare parts not elsewhere specified:		
	I. Cabinets	80	50
	II. Other:		
	(a) Assembly of parts constituting a part of a radio-electric apparatus	80	30
	(b) Other	80	30
87-09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars; side-cars of all kinds:		
	A. Motor-cycles, auto-cycles and cycles, fitted with an auxiliary motor of a cylinder capacity:		
	I. Less than or equal to 50 c.cs., presented:		
	(a) Assembled whether or not complete	40	25
	(b) Unassembled:		
	1. In SKD form	40	22·5
	2. In CKD form	40	17·5
	II. 50 c.cs. or more	40	25
	B. Side-cars of all kinds	40	25

The French text of this notice may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old, Bailey, London, E.C.4.

Global import quotas for 1965

THE *Board of Trade Journal* of November 12 (page 1191) published details of additional Moroccan global import quotas opened for 1965. The first 'Note' should be prefixed '(1)' and the second '(2)'.

IRAQ

Distribution of imports

THE BRITISH Embassy in Baghdad have reported certain changes in the functions of the following State Trading Companies.

Iraqi Stores Company (nationalized) are now responsible for the import and distribution of baby foods only.

African Iraqi Company (nationalized) are now responsible for the import and distribution of medical, surgical, dental and veterinary equipment, laboratory and scientific equipment and surgical dressings.

Earlier notification on this subject appeared in the *Board of Trade Journal* on March 5, 1965, page 534.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

GHANA

Currency regulations

AS FROM September 17, 1965, under the Currency (Conditions of Importation and Exportation of Currency Notes) Instrument, 1965, the amount of Ghanaian currency which a traveller to Ghana may import or export is restricted as follows:

1. (1) Any traveller may import on his person or in his baggage which belongs and accompanies him any amount of Ghana currency notes not exceeding C24.00:

Provided that any person importing any amount in excess of the said C24.00 shall declare such excess amount to the immigration officer at the place or port of entry.

(2) Upon the declaration of the excess amount referred to in sub-regulation (1) of this regulation, the importer shall be permitted to import the excess.

2. French West African francs may be imported into Ghana.

Provided that the persons importing such francs shall exchange them for Ghana currency notes only through the Bank of Ghana or authorized dealers.

3. (1) Any traveller may export, on his person or in the baggage which belongs to and accompanies him, the following, being of a total value not exceeding C120.00 –

(a) Ghana currency notes of a value not exceeding C24.00:

(b) external currency notes of a value not exceeding C24.00 in the case of any currency:

Provided that a traveller who is not a Ghana resident may export, in his person or in his baggage which belongs to and accompanies him, external currency notes or external currency drafts, which were previously imported by him.

(2) For the purposes of this regulation –

(a) the value of external currency notes shall be calculated at the rate which they could be sold by an authorized dealer at the time in question;

(b) 'traveller' shall not include a person employed on any ship, aircraft or vehicle leaving Ghana.

Note:

In the new decimal currency introduced by the Ghanaian Government on July 19 one cedi (₵) is equivalent to 8s. 4d. The symbol C should be read in the schedule as ₵.

New import and export list

IN A NOTICE published in *the Board of Trade Journal* dated November 12, 1965, page 1192, information was given about the publication of a new Import and Export List in Ghana. Notification has now been received that this new list can be obtained, when published, from the Crown Agents, 4 Millbank, London, S.W.1.

SIERRA LEONE

Import licensing amendment

INFORMATION has been received that the Sierra Leone Customs Classification for some of the items included in the Schedule of Goods of United Kingdom origin for which specific import licences are required (published in the *Board of Trade Journal* dated Octo-

ber 8, 1965, page 863) was incorrect and should be amended to read as follows:

SCHEDULE

Customs Classification	Items
025-000	Eggs.
541-990	Bacteriological products Sera Vaccines.
221-000	Palm kernels.
221-000	Groundnuts.
071-100	Coffee.
075-000	Ginger.
221-000	Benniseed.
512-241	Alcohol (ethyl alcohol), not denatured including methylated spirits.
894-310	Shot guns.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 405, published in the Republic of South Africa *Government Gazette* of November 12, states that the Board of Trade and Industries have received the following applications for increases in the Republic's customs tariff:

1. The following hand tools and related articles, from various rates of duty to 25 per cent *ad valorem* – bolsters, caulking tools, cold chisels, wood chisels, cold sets, crowbars, portable forges, hammers, steel hatchets, plastering hawks, hacking knives, levels, punches, screwdrivers, soldering irons, star wall drills, tommy bars, garage trestles, tyre levels, vices and wrecking bars.
2. Chain, identifiable for use solely or principally with tracklaying tractors, from free of duty to 20 per cent *ad valorem*.
3. Polyolefines, namely, polyethylene, polypropylene, polybutylene and the co-polymers of these synthetic resins, in liquid or pasty form, and in blocks, lumps, powders and similar bulk forms, from free of duty to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning any of the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 8040/65, 2. CRE 8041/65, and 3. CRE 7944/65.

RHODESIA

Imports of tobacco and sugar prohibited

DETAILS concerning the prohibition of the above goods from Rhodesia are to be found on pages 1213/1214.

SINGAPORE

Import licensing of electrical conduit tubing

NOTICE TO Singapore Importers No. 261 states that with effect from November 4, 1965, the importation of:

Electrical conduit tubing and joints therefor of base metal lined with insulating material (Code No. 723, 230)

from any country must be covered by specific import licences approved by the Imports and Exports Control and Regulation Department.

A Notification published on November 4, 1965, as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quantitative restriction will be imposed on the said tubes of diameters $\frac{3}{4}$ in. and 1 in. only and at the rate of 100 per cent of an applicant's proved imports for the year 1964, and will be issued at intervals of three months commencing November 4, 1965. Imports of tube fittings and all other sizes of tubes are subject to specific import licensing only, but without quantitative restriction.

Letters of Credit for the said goods must not be established, and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before November 4, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

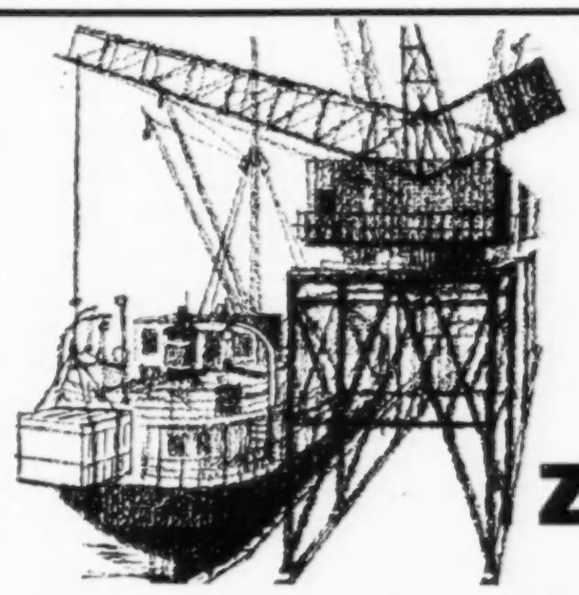
(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

This quantitative restriction on the above-mentioned goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota, but such consignments are subject to the conditions outlined above.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before November 4, 1965.

Importers who have already established before November 4, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the Department within 14 days of this Notice,

(*Continued on next page*)



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SINGAPORE, *continued*

documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilised; or
(b) If the Letters of Credit have been fully or partially utilised, details of
  (i) Value and quantity of goods already taken up; and
  (ii) the respective dates on which the quantities were imported.

MALAYSIA (SABAH AND SARAWAK)

Import control

A FURTHER ANNOUNCEMENT in the Malaysian Government *Gazette* dated October 14, 1965, concerning the Customs (Prohibition of Imports) (Sabah) (No. 2) Order, 1965, which applies to the State of Sabah and the Customs (Prohibition of Imports) (Sarawak) (No. 2) Order, 1965, which applies to the State of Sarawak, states that the importation of all goods specified in the first and second columns of the Schedule below and originating from the country shown in the third column of the said Schedule is hereby prohibited except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Provided that the Comptroller-General of Customs may in his discretion cancel or amend any licence granted under this Order at any time before the importation of the goods to which such licence refers.

These Orders shall not apply to goods produced or manufactured in Malaysia.

The notice which appeared in the *Board of Trade Journal* dated October 15, 1965, page 938, is hereby superseded.

Tariff No.	Item	
	Meal and flour of wheat, spelt, or meslin, including atta flour, groats and semolina:	
046 001	In packings of over 10 lb.	All countries
046 002	In packings of not over 10 lb.	All countries
081 201	Rice bran	All countries
081 209	Bran, except rice, sharps, and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables	All countries
081 909	Coffee husks and skins, cocoa shells, husks, skins and waste, waste from sugar refining, sweetened forage and other preparations of a kind used in animal feeding	All countries
697 211	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel enamelled	China
697 212	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled	China
697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools	China
697 232	Builders' sanitary ware for indoor use and parts thereof of aluminium	China
841 141	Under-garments and night-wear for infants, not knitted or crocheted	China
841 431	Under-garments of cotton not elastic nor rubberized, knitted or crocheted	China
841 439	Under-garments, not elastic nor rubberized except of cotton, knitted or crocheted	China
895 230	Pencils, other than propelling or sliding pencils, pencil leads, slate pencils, crayons, pastels, drawing charcoal and writing, drawing tailors' and billiards chalks, excluding eyebrow and other cosmetic pencils	China
899 702	Joss papers	All countries
	Bleached, dyed and printed shirtings	China
	Bleached, dyed and printed sheetings	China

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MALAYSIA (STATES OF MALAYA)

Import control

AN ANNOUNCEMENT appeared in the Malaysian Government *Gazette* dated October 14, 1965, concerning the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965, which applies to the principal customs area of the States of Malaya. This states that the importation of all goods specified in the first and second columns of the Schedule below and originating from the country shown in the third column of the said Schedule is hereby prohibited, except under and by virtue of an import licence granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

Provided that the Comptroller-General of Customs may in his discretion cancel or amend any licence granted under this Order at any time before the importation of the goods to which such licence refers.

This Order shall not apply to goods produced or manufactured in Malaysia.

The notice which appeared in the *Board of Trade Journal* dated October 15, 1965, page 938, is hereby superseded.

SCHEDULE

Tariff No.	Item	
	Meal and flour of wheat, spelt, or meslin, including atta flour, groats and semolina:	
046 001	In packings of over 10 lb.	All countries
046 002	In packings of not over 10 lb.	All countries
081 201	Rice bran	All countries
081 209	Bran, except rice, sharps, and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables	All countries
081 909	Coffee husks and skins, cocoa shells, husks, skins and waste, waste from sugar refining, sweetened forage and other preparations of a kind used in animal feeding	All countries
697 211	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel enamelled	China
697 212	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled	China
697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium not being tools	China
697 232	Builders' sanitary ware for indoor use and parts thereof of aluminium	China
715 100	Machine tools for working metal or metallic carbides, not being machines falling within items 715 230 or 719 539	All countries
718 310	Machinery of a kind used in the bread grain milling industry and other machinery (other than farm type machinery) for the working of cereals or of dried leguminous vegetables	All countries
841 141	Under-garments and night-wear for infants, not knitted or crocheted	China
841 431	Under-garments of cotton not elastic nor rubberized, knitted or crocheted	China
841 439	Under-garments, not elastic nor rubberized except of cotton, knitted or crocheted	China
895 230	Pencils, other than propelling or sliding pencils, pencil leads, slate pencils, crayons, pastels, drawing charcoal and writing, drawing tailors' and billiards chalks, excluding eyebrow and other cosmetic pencils	China
899 702	Joss papers	All countries
	Bleached, dyed and printed shirtings	China
	Bleached, dyed and printed sheetings	China

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **sound recorders and reproducers, and recording media** (Tariff Items 92.11, 12 and 13).

This reference is of Departmental origin and has also been made as a result of representations by local manufacturers.

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 3.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7967/65.

(*Continued on page* 1249)

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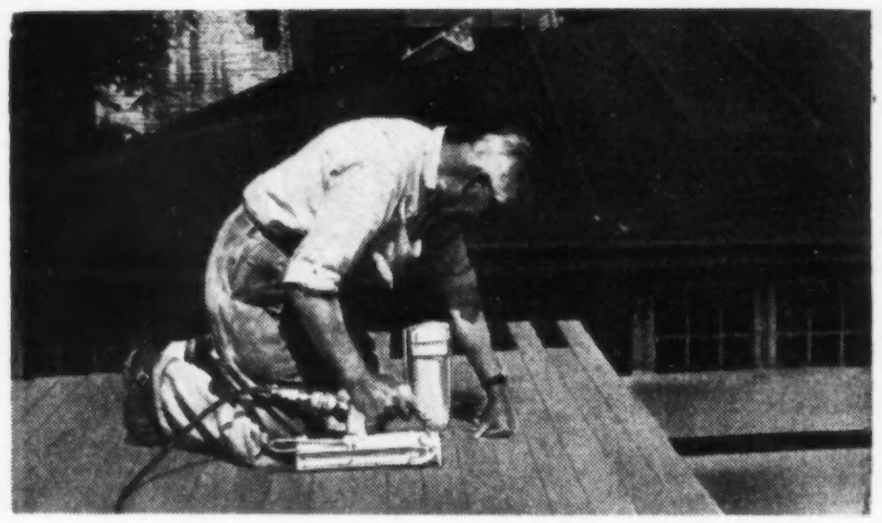

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Tariff changes

IT IS REGRETTED that because of extensive alterations in the Australian Tariff affecting man-made fibre piece goods and woven cotton fabrics it has not been possible so far to publish the new rates of duty payable on these fabrics.

However, full details of the tariff changes will now be published in the issue of the *Board of Trade Journal* dated November 26, 1965.

CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
VIII	37	In the item 'Harness cords . . . .' alter the words 'of more than 6-ply' to read 'of 6 ply or more'.	
IX	45/53	Alter the item 'Technical urea . . . .' to read 'Technical urea for industrial use, of more than 45% nitrogen dry weight'	6
X	55	Alter the item 'Bands or strips of aluminium . . . .' to read 'Bands or strips of aluminium, flexible, elastic, painted or unpainted, for making Venetian blinds, 50 mm. wide and from 0·18 to 0·27 mm. thick'	62
XI	60	Sprayers: Motor pump units for attachment to power take-offs	Tax 100% Dep. 1,000%
XI	66	Alter the item 'Clutch linings in discs' to read 'Linings or coverings (balata) for clutches, in discs' . .	110
		Alter the item 'Brake linings in any form' to read 'Linings or coverings (balata) for brakes, in any form'	260
XIII	79	Radio transmitting and receiving equipment, parts, spares and accessories	Free
XIII	79	Alter the item 'Pieces and parts of office machines' to read (two items) 'Pieces and parts of typewriters.' 'Pieces and parts of office machines, other than typewriters'	51

GRENADA

Price controls

GRENADA has introduced a measure of price control over a variety of basic goods, mainly foodstuffs. The Order fixes maximum percentages which may be added to the landed cost of smoked bloaters, baking powder, cheese, edible oil (other than olive oil), dried salted codfish, flour, powdered skimmed milk (in bulk), pickled beef and pork of all kinds, and sugar. Maximum retail prices are also fixed for such items as bread, coconut oil, kerosene, rice, and sugar.

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Ext. 471), where copies of this Order and any subsequent amendments may be seen.

VENEZUELA

Import regulations

HM EMBASSY in Caracas has reported that the Venezuelan Ministries of Finance and Development have published a new resolution No. 33 bringing in import restrictions on the following item used in the rubber industry:

Tariff No.	Description	Duty
621-01-04-2-A	Up to 2 mm. of thickness (4)	Bs. 0·75

(4) Import licence required.

This resolution entered into effect on October 21. Goods sent by sea or post with consular invoices endorsed on or before this date are exempt from this requirement. For importation by air the above restriction will apply for all goods arriving on or after October 26.

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is *considering* whether the following products should be declared 'approved products' for the purposes of the above law.

Fruit, spirits and wines.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is *considering* whether the following products should be declared 'approved products' for the purposes of the above law:

Metal masters, stampers and mothers, as used in the phonograph industry for long-playing records and single records.
Hair straightening combs and tongs or curling irons.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

COLOMBIA

Import regulations

HM EMBASSY in Bogota has reported that Decree 2661 of October 12, raises the customs duties on a number of goods such as beverages, wines and liquors, certain basic chemicals and some replacement parts for motor vehicles.

Full details of these changes can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

UNITED STATES

Trade mark rules amended

THE UNITED STATES Patent Office's 'Rules of Practice in Trademark Cases' were amended on October 16 to allow written declarations to be used instead of oaths in certain matters, including applications for the registration of trade marks. A copy of the revised Rules may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
67/65	To amend the annexes to Regulation No. 157/64 as a result of an alteration in Belgium to the quotation for the product in group No. 2 as described in Annex I to Regulation No. 157/64	3d.
73/65	To fix reference prices for outdoor tomatoes	3d.
74/65	To fix reference prices for cherries	3d.
75/65	To replace Annex II A to the Council's Regulation No. 85/63 on determining sluice-gate prices and supplementary amounts of levies and laying down transitional provisions for cuts, preparations and preserves of pig meat	6d.
76/65	To amend Regulations Nos. 77 and 131/64 in respect of parts of farmyard poultry	6d.
77/65	Derogating from certain provisions of Regulation No. 102/64 concerning the period of validity of Export Certificates for cereals	3d.
78/65	On the system to be applied to certain processed products originating in the Associated African and The Malagasy States and Overseas Countries and Territories	9d.
82/65	To reduce one of the additional amounts of levies on slaughtered hens and chickens and the additional amount for halves and quarters of hens and chickens.	3d.
85/65	To amend Regulation No. 55/65 concerning the disposal on the markets of Member States of Emmental, Gruyere and Sbrinz cheese or of Cheddar cheese which have been made the subject of national intervention measures, and Regulation No. 56/65 on the refund applicable, in intra-Community trade, to cheeses of the Emmental, Gruyere and Sbrinz varieties.	6d.

Temporary suspension of the application of complementary note to chapter 58

THE *Journal Officiel des Communautés Européennes* of October 29, 1965, contains the text of a Decision of the Council of Ministers to replace for the period November 1, 1965, to November 30, 1966, the complementary note to chapter 58 by the following:

'For the purposes of the maximum duty chargeable on carpets, carpeting and rugs of sub-heading 58.01A, the dutiable area does not include the headings, selvedges and fringes.'

FEDERAL REPUBLIC OF GERMANY

Assimilation Levies on sugar confectionery etc.

BY AN ORDER dated October 25, 1965 (*Bundesgesetzblatt* Part II No. 45, 1965, page 1549) the Federal German Government has revised with effect from October 14, 1965, the rates of Assimilation Levy on imports into the Federal Republic of sugar confectionery, fondant paste and certain bakery products. The new rates are effective until June 30, 1966.

Details of changes in the Levy as they affect imports of confectionery, etc., from the United Kingdom are set out below:

I. Hard and Soft caramels, boiled sweets (Tariff No. 1704 C III)

Percentage content		New Rate	Old Rate
Sugar	Glucose		
		DM. per 100 kg.	DM. per 100 kg.
30-40	Up to 40	9·73	8·94
30-40	More than 40	9·95	9·16
40-50	Up to 40	15·77	14·54
40-50	More than 40	15·99	14·76
50-60	Up to 30	21·58	19·92
50-60	More than 30	21·81	20·15
60-70	With or without	27·62	25·53
70-80	Up to 10	33·21	30·70
70-80	10-20	33·43	30·92
70-80	More than 20	33·65	31·14
80 and above	With or without	39·25	36·31

II. Fondant Paste (Tariff No. 1704 C II) 44·83 38.93.

Details of the revised rates for cakes, biscuits and bakery products of Tariff Nos. 19.07 and 19.08 may be obtained from Export Services Branch, Tariff Section, Room E11, Hillgate House, 35 Old Bailey, E.C.2 (Tel. City 5757, Ext. 449), to whom all inquiries about this notice should be addressed. (*Continued on next page*)

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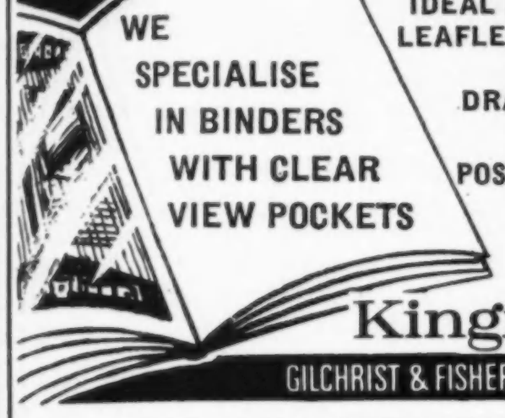

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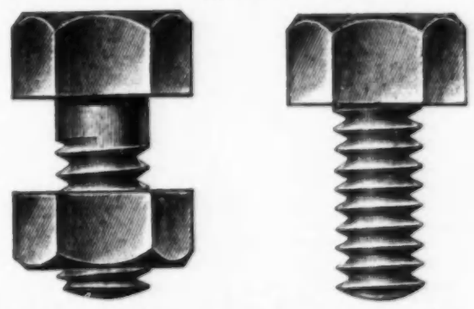

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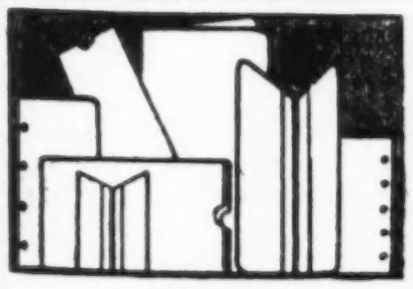

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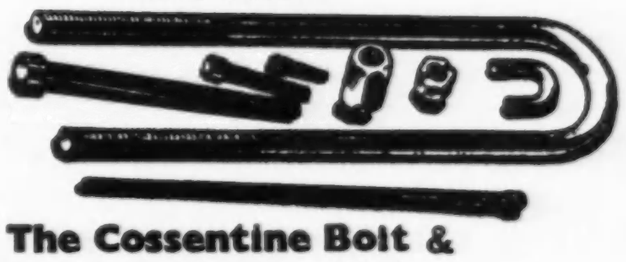

The Cossentine Bolt & Engineering Co. Ltd
The Platt, Putney, SW15
Telephone: PUTney 7121.
Grams: Cossentine Put. London.

Exports of pig meat to the Federal German Republic

THE Federal German veterinary authorities have recently announced that they no longer require a trichinoscopic examination of pig meat intended for export to the Federal Republic, as the necessary examination will be carried out on arrival in Germany.

Any inquiries in England and Wales should be addressed to Export Section, The Ministry of Agriculture, Fisheries and Food, Hook Rise South, Tolworth, Surbiton, Surrey (Tel.: Derwent 6611), and in Scotland to The Scottish Home and Health Department, York Buildings, Queen Street, Edinburgh 2 (Tel. Waverley 2491).

PORTUGAL

Amendments to the import tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 227, of October 7, 1965, publishes Decree-Law No. 46,583 authorizing the following amendments to the text of the import tariff:

04.04		Cheese and curd:
	01	Processed cheese, of a value of not less than 2,700 Esc. per 100 kgs.:
		Maximum tariff – 20 Esc. per kg.
		Minimum tariff – 10 Esc. per kg.
	02	Not specified:
		Maximum tariff – 40 Esc. per kg.
		Minimum tariff – 20 Esc. per kg.

This Decree-Law came into force on October 7, 1965.

Inquiries about this notice should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

MISCELLANEOUS ADVERTISEMENTS

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London, W.11. Tel.: BAYswater 4477.

EXPORT MANAGERS need *Morocco* by Nevill Barbour (30s. from all bookshops) in the New Nations and Peoples Library. 91 illustrations, 5 maps, Who's Who in Morocco. Write for prospectus to Thames and Hudson, 30 Bloomsbury Street, London, W.C.1.

EXPORT MARKETING SERVICE – Old established London Shipping House sending representatives to Eastern Mediterranean countries early next year wishes to be of assistance to British manufacturers seeking new export outlets. No financial assistance required. Please write Box S6224, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel: Arnold 4273.

SPAIN

Liberalization of trade

DETAILS OF the countries to which the Spanish system of liberalization of imports applies were published in the *Board of Trade Journal* of June 11, 1965 (page 1331), as an annex to the tenth liberalization list.

The Spanish authorities have announced that the list has been extended to include the following countries:

Algeria	Congo (Leopoldville)	Lebanon
Bolivia	Ethiopia	Philippines
Burundi	Gambia	Sudan

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 925 of October 15 issue.

Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	5 Nov. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	29 Oct. 1965
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	12 Nov. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	12 Nov. 1965
Hairdressing trades turnover (M)	15 Oct. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	12 Nov. 1965
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	29 Oct. 1965
N. Ireland index (M)	29 Oct. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	15 Oct. 1965
Machine tools deliveries and orders (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	29 Oct. 1965
Motor trades turnover (M)	5 Nov. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	22 Oct. 1965
Retail trade:	
Index nos. (M)	12 Nov. 1965
N. Ireland index (M)	29 Oct. 1965
Shipping movement at UK ports (M)	29 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	5 Nov. 1965
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	12 Nov. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	15 Oct. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	14 Aug. 1964

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade. 1 Victoria Street, London, S.W.1.
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